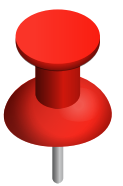




# POWERFUL GRANT SECRETS AND TIPS

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## FEDERAL PROPOSALS: LEARN FROM OTHERS

**Did you know funded projects by the government (federal, state, or local) is public information?** You can request a copy of any grant proposal through the Freedom of Information Act (FOIA).

If your mission is to provide youth services, go on the website of the Office of Juvenile Justice and Delinquency Services (OJJDS). Search for "Funded Projects." Find proposals with a similar mission in your community or around the nation. Then make your FOIA request and receive the entire proposal, including data, goals/objectives, budgets, evaluation, etc. You can gain new ideas and avoid duplication of services. Be sure not to plagiarize and be patient; your request can take up to six months or more.



“Contact us if you would like to work with us on your grant initiatives.”

## GRANT WRITING STYLES ON TARGET

**Corporate and Private Foundation Proposals:** Pull-on their heartstrings and discuss your impact. Stay positive. Most of them live, work, and play in the same community as your organization, and they care. Diverse voices are a plus. Include compelling testimonials from your clients. Therefore, donors keep coming back and the reason you do your work. Funders may forget numbers, but how that's funders dollars made an impact never will. Use infographics to show the data.

**Government Proposals:** Emphasis how you will fix the problem. They already know the needs and the problems—they are the government! They already have the data—you probably had to get the data from them. Write about how you will not only fix the problem but how efficient you will be. Prove you will be around for years to come and remember. Show how you will save taxpayer dollars, and you will win! You can also add small visuals such as a Google map of your targeted area, with zip codes to differentiate yourself. Also, pictures of your facility or the actual room for your programs are great as well.

## AVOIDING GRANT WRITER SCAMS

**Scam No. 1 - It is unethical to pay a grant writer from grant funds.** Here's why. Funders will not pay for grant writing "consultants." If they see that line item in your budget request, it is a red flag. If you fail to include it in your budget and get funded, you cannot pay a grant writer because that is not what you asked for. Then, when you submit your progress and year-end reports, you will not be able to share the reallocation of the funds.

The private and corporate funding world is small and they talk! It seems like they all know one another! If one ever finds out what you have done, you will risk being blacklisted. You may wonder for years, "Why don't we ever receive any more grants? Besides, GAAP accounting standards, which nonprofits use, dictate that payment for fundraising services should be made when services are provided. Don't let a "grant writer" set you up.

Set up a free consultation with Simone to learn which consultants are approved for grant requests.

**Scam No. 2 -** You receive communications stating your organization has received a grant award, and you must send them a service fee. **Never pay for grant awards.**

**Scam No. 3 -** Your hired grant writer only completes your narrative. In order to complete the full proposal (budget, partner agreements, etc.) they require additional payment. **Make sure you have a written contract that covers the full proposal from the onset.**

## BECOME A GRANT WRITER PRO

Apply to be a Peer Reviewer, and join the tribe of degree-holding professionals who help federal agencies select awardees, via Requests for Proposals (RFPs) to nonprofits, colleges, small businesses, and individuals.

### Your Benefits:

- (1) Learn the proper way to submit federal proposals for your own requests.
- (2) Learn the language, style and how to write grants concisely.
- (3) Network and meet other professionals nationwide.
- (4) Earn thousands of dollars for your time!

### How to Apply:

Visit all federal agency website and search for Peer Reviewer.

If you're experienced in education, go to the US Department of Education (USDOE) website and search, Peer Reviewer. The latest one we found pays up to \$4,000.

## FIRST GRANT CHALLENGES

**A reason why it is so difficult to obtain that first grant check is that:**

- (1) Funders rarely want to be your first source of income.
- (2) Most funders are not interested in "What you're going to do." They want to know your track record. "What you are already doing," or "What have you done lately?"
- (3) You should be sharing your success, not distress. Do not overemphasize the problem or overextend on your need.

Funders worry about giving money to a sinking ship. So keep it positive and upbeat!