

** The webinar will start at 2 minutes after the hour **



Start Your 2015 Grant Strategy Off Right!

Presenter: Diane H. Leonard, GPC



The slides and bonus materials can be found at this link:
<http://charityhowto.com/blog/grant-strategy/>



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About Diane H. Leonard, GPC



- Grant Professional Certified (GPC)
- Owner, DH Leonard Consulting & Grant Writing Services
- Began career as Program Officer
- Success percentage of 65%
- More than \$32 million secured for clients



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Check In Questions

Where are you located?

What is the one key thing you hope to learn during today's training?

Type your answers in the question box



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What We Will Cover Today

- I. How to define your success in current year
- II. How to set goals for your success in the upcoming year
- III. How to engage your colleagues in being ready for the upcoming year



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I. How to Define Your Current Success



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I. How to Define Your Current Success

- A. Award Percentage
- B. Percentage Funded vs. Asked
- C. Percent of Funding Renewed/Increased
- D. Percent of Funding Which is New
- E. Percent of Budget Met
- F. Grant Compliance
- G. Colleague/Client Satisfaction
- H. Grant Professional Competencies



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I. How to Define Your Current Success

A. Award Percentage



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B. Percent Funded vs. Asked



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C. Percent of Funding Renewed/Increased



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D. Percent of Funding Which is New



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E. Percent of Budget Met



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F. Grant Compliance



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G. Colleague/Client Satisfaction



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H. Grant Professional Competencies



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II. How to Define Your Future 2015 Success



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II. How to Define Your Future 2015 Success

- A. Assess 2014 Outputs and Measures
- B. Assess 2015 Landscape
- C. Set Individual 2015 Goals
- D. Engage Peers in Providing Feedback
- E. Get Leadership Buy-In
- F. Share Final 2015 Goals with Grant Team



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A. Assess 2014 Outputs and Measures



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<http://charityhowto.com/blog/ansi-strategy/>



B. Assess 2015 Landscape



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B. Assess 2015 Landscape



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C. Set Individual 2015 Goals



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D. Engage Peers in Providing Feedback



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E. Get Leadership Buy-in



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F. Share Final 2015 Goals with Grant Team



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III. How to Engage Your Colleagues in Planning



→ The slides and bonus materials can be found at this link:
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III. How to Engage Your Colleagues in Planning

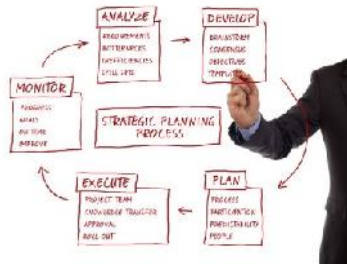
- A. Formal
- B. Informal
- C. Building a Grant Team



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A. Formal



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III. How to Engage Your Colleagues In Planning

A. Formal

June 2013


Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
2	3 No Public Funding Programs Open	4	5	6	7 Charity Foundation Meeting	8
9	10	11	12	13	14 Charity Open House	15
16	17	18 No Public Funding Programs Open	19	20	21	22
23	24	25	26	27	28	29

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III. How to Engage Your Colleagues In Planning

B. Informal



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III. How to Engage Your Colleagues In Planning

B. Informal



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C. Building a Grant Team



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Next Steps



Source: <http://miriadna.com/preview/autumn-steps>



What Will Be Different?

What will YOU do differently when you return to your office?

What/how will you share with your team?



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Thank You for Joining Us!