



THE SPARTANBURG COUNTY FOUNDATION
Your Community Foundation

The Art of Grantwriting

Top Tips for Success

...taken from Foundation News & Commentary – March/April 2000



Top Tips for Success

1. Please Follow Directions

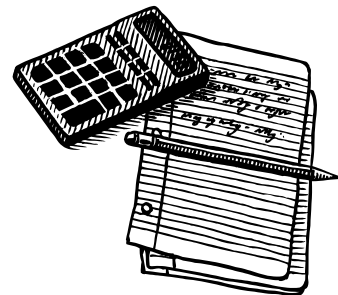
Read the guidelines, i.e., if they ask you to attach the Annual Budget, do not attach the Project Budget

2. Be Concise – More is Not Better

If you can't explain your program concept, goals and funding needs within the word count specified, then its not ready for submission.

3. Clarity Counts

Keep it simple!



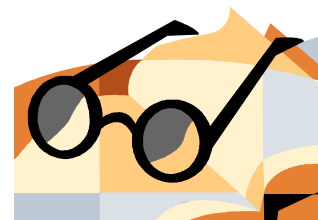
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4. Pass It Through an Editor, Proofreader or at Least an Objective Pair of Eyes

A passionate voice is wonderful, but passion doesn't excuse typos and bad grammar, which give the impression that you don't care enough to work hard for the grant.

5. Demonstrate Collaborative Efforts

Seek out and identify like-minded organizations to partner with; foundations don't like to see duplication of efforts, i.e. wasted money.



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6. Practice “Truth in Asking”

Don’t inflate your figures, hoping to get half of what you ask for; savvy foundation minds see right through all the budgetary tricks.

7. Think “Blueprint”

Accountability is key. Communicate program goals, a strategy for implementation and benchmarks for success.

8. Show Potential for Future Sustainability

Portray the foundation as a catalyst rather than a perpetual benefactor.



Other Helpful Hints

- Do not approach a member of the Grants Review Committee or Foundation staff to put in a good word for yourself
- Do not say “we are the only ones who do this.” It sounds arrogant, and its probably wrong.
- Do not use too many acronyms and jargon that are unique to your world.



Other Helpful Hints

- Do not strive for an artificial connection with the foundation. It is much better to be honest, as in, “We’re not connected to Foundation X, but we are working to advance the same goals.”
- Do not forget your manners. If you get the grant, go out of your way to say thank you.

