

From: The Funding Institute  
Sent: 3/5/2015 11:25:21 AM  
To: Haley, Nikki  
Cc:  
Subject: Grant Funding Essentials Course (April 8-10, 2015: North Carolina State University)

The Funding Institute is offering the Grant Funding and Proposal Writing Essentials Course to be held in Raleigh, North Carolina on the campus of North Carolina State University from April 8-10, 2015. Interested development professionals, researchers, faculty, and graduate students should register as soon as possible, as demand means that seats will fill up quickly. Please forward, post, and distribute this e-mail to your colleagues and listservs.

All participants will receive certification in professional grant writing. For more information call (213) 347-4899 or visit The Funding Institute [website](http://thefundinginstitute.org) [<http://thefundinginstitute.org>](http://thefundinginstitute.org).

Please find the program description below:

The Funding Institute's

Grant Funding and Proposal Writing Essentials Course  
will be held in  
Raleigh, North Carolina

on the campus of North Carolina State University

April 8-10, 2015  
8:00 AM - 5:00 PM

The Grant Funding and Proposal Writing Essentials Course is an intensive and detailed introduction to the process, structure, and skill of professional proposal writing. This course is characterized by its ability to act as a thorough overview, introduction, and refresher at the same time. In this course, participants will learn the entire proposal writing process and complete the course with a solid understanding of not only the ideal proposal structure, but a holistic understanding of the essential factors, which determine whether or not a program gets funded. Through the completion of interactive exercises and activities, participants will complement expert lectures by putting proven

techniques into practice. This course is designed for both the beginner looking for a thorough introduction and the intermediate looking for a refresher course that will strengthen their grant acquisition skills. This class, simply put, is designed to get results by creating professional grant proposal writers.

Participants will become competent program planning and proposal writing professionals after successful completion of the Grant Funding and Proposal Writing Essentials Course. In three active and informative days, students will be exposed to the art of successful grant writing practices, and led on a journey that ends with a masterful grant proposal.

The Grant Funding and Proposal Writing Essentials Course consists of three (3) subject areas that will be completed during the three-day workshop.

#### (1) Fundamentals of Program Planning

This session is centered on the belief that "it's all about the program." This intensive session will teach professional program development essentials and program evaluation. While most grant writing "workshops" treat program development and evaluation as separate from the writing of a proposal, this class will teach students the relationship between overall program planning and grant writing.

#### (2) Proposal Writing Essentials

Designed for both the novice and experienced grant writer, this component will make each student an overall proposal writing specialist. In addition to teaching the basic components of a grant proposal, successful approaches, and the do's and don'ts of grant writing, this course is infused with expert principles that will lead to a mastery of the process. Strategy resides at the forefront of this course's intent to illustrate grant writing as an integrated, multidimensional, and dynamic endeavor. Each student will learn to stop writing the grant and to start writing the story. Ultimately, this class will illustrate how each component of the grant proposal represents an opportunity to use proven techniques for generating support.