



▶ TEACHING AS WELL AS DOING MAKES YOUR SUCCESS SUSTAINABLE ..... 1

▶ OUR PROVEN FOUR-PHASE PROCESS INCREASES YOUR OPPORTUNITY WHILE BUILDING YOUR ORGANIZATION'S CAPACITY..... 2

▶ WE'LL MAKE AN INVESTMENT IN YOUR ORGANIZATION'S FUTURE ..... 2

# 0 GRANT WRITING AND RESEARCH

# Professional Consulting Services

TECHNICAL ASSISTANCE  
TRAINING  
MANAGEMENT SUPPORT

*Funding from corporate, philanthropic and government grants is increasingly competitive. Professional Consulting Services uses a four phase process that simultaneously produces quality grant applications and trains your organization's volunteer or professional staff to sustain grant-writing efforts.*

## Grant Writing: Teaching and Doing

Sustainability is the key to ongoing success for nonprofit organizations of every size. One means of building capacity for sustainability is diversification of funding streams. Grants from philanthropic, corporate and government sources can become one component of your organization's long term funding strategy.

But, grant writing can also be one of the largest wastes of your organization's most important resource— time.

Professional Consulting Services uses, and teaches you to use, a proven four- phase process that allows you to create strong, appealing applications in line with the specific requirements of potential funders. We help you understand how to make the entire grant research and writing process one of

significant growth for your organization. And, we help you to plan for successful follow up and reporting, building relationships with funders into your future.

Professional Consulting Services is not simply a grant-writing program, creating dozens of cookie-cutter applications. Instead, we work intensively with you to create application packets that reflect your vision. And, we help you learn how to reach out to begin or strengthen relationships with funders in the philanthropic, corporate or government sectors. We know that it is upon these relationships, over the long term, that you'll be building your success—and theirs.



## WHAT TYPES OF GRANTS?

Our professional staff have experience researching and writing grants for almost any nonprofit purpose: children and youth, education, environment, animals, sports, health care, social services, homelessness, poverty, at-risk teens, disability related issues, and more.

You'll provide the vision— the seed for planting. We can help you identify where, and teach you how, to apply for possible funding to help underwrite your organization's projects and programs as part of a multi-faceted development plan.



# Four Phases for Increased Success

## Phase 1: Preparation

We work with you and your staff to understand your vision or ideas, create a logic chart, and establish a budget. We'll help you prioritize and segment your project, since different funders will be interested in different components.

## Phase 2: Search

Next, we'll research potential sources of funding for segments of your project. We'll consider foundations, corporate funding options, and government grant sources. We'll use internet research, and we'll use the nationally recognized research resources of the Foundation Center, located in Milwaukee, WI. We will also work with you to identify possible pro bono or in-kind contributors. We'll work closely with you, since we will need to ensure that your project will enhance the mission of each potential funder.

## Phase 3: Applications

We'll work with you to sort and prioritize your potential sources of funding, and assist you, if appropriate, in setting up on-site visits or other contacts so that funders can become familiar with your organization.

We'll help you analyze the cost-to-benefit ratio to decide which applications to invest in. Then, we'll draft the complete application packet, meeting the specific and unique requirements of each funder. We complete each packet individually since we know that a "cookie cutter" approach does not generally work.

**WE'RE READY TO WORK  
CLOSELY WITH YOU TO MAXIMIZE YOUR CHANCES OF  
GRANT FUNDING SUCCESS.**

ensure accurate and complete mid- and end of year reports in line with each individual funder's requirements. We can even assist you with report writing as you implement your project.

Clearly, our services are not simply "write the grant" services! That's because we know that effective grant writing takes much, much more. At Professional Consulting Services, we're ready to work closely with you to maximize your chances of grant funding success.

## Phase 4: Follow-Up

We'll work with you to develop a system for careful follow-up on each application. We can also help you design a system to

# GRANT RESEARCH AND WRITING:



Simply writing a grant application for you simply does not work. Successful funding from philanthropic and corporate funders is very highly competitive.

We'll teach you a comprehensive four-phase process that you can use again and again, building your organization's long-term capacity for success.

We'll make an investment in your organization's future.

## Professional Consulting Services

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