

Enterprise Bank's Free Seminar For Non-Profits



Susan Linn

William James College

Vice President, Institutional Advancement

"Lessons Learned from Winning Proposals"

Tuesday, October 6, 2015

North Cafe

Mt. Wachusett Community College

444 Green Street, Gardner, MA

Thursday, October 22, 2015

Indian Hill Music School

36 King Street, Littleton, MA

8a.m. - Doors Open

8:30 -10:30 a.m. - Speaking Program

Turn the tables on your grant proposal writing to improve your success rate. This hands-on workshop puts grant professionals in the decision maker's seat to help grant developers gain strategies to apply to their grant writing. There will be a brief lecture followed by individual and small group critique which will help participants come away with practical tips participants can implement right away, regardless of experience. You may be surprised what you learn about how funding decisions are made when you're the reader and not the writer. Added bonus: there's nothing like a peer review to help your grants go from good to great. Submit one of your own to the presenter before September 30, and it may be one of 5 selected for review at the workshop.

Susan Linn, Vice President of Institutional Advancement at William James College, has a track record of success in building capacity for nonprofit and educational institutions. Her special expertise in grants is reflected in having developed proposals resulting in more than \$100 million. In her current role, Susan oversees all functions of advancement for a graduate school of psychology located outside Boston. Previously, as the Executive Director of Project LEARN in Lowell, Susan developed \$3.6 million in new funding for the Lowell Public Schools in less than 2 years. From 2008 to 2013, Susan was the founder and director of The Newton Partnership, a network of dozens of municipal, nonprofit, and for-profit organizations working to create a network of support services for children, youth, and families in Newton. Past roles include leadership in grants and development for the Newton Public Schools, City of Fall River, City of Somerville, and other nonprofit organizations. Susan has served on the national Board of Directors for the Grant Professionals Association (GPA) and is a Charter Board member of the MA Chapter of GPA. Early in her career, Susan served as a clinical social worker for children and families, and that work provides a helpful foundation for advancing the mission of William James College. Susan holds a B.S. from Cornell University and a Master's in Social Work, administration, from San Diego State University, where she was valedictorian.

Enterprise Bank Non-Profit Collaborative Seminars are Free.

Breakfast Buffet provided. Limited Seating.

To register or for more information, call Andrew Duncan
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