



**EPILEPSY
FOUNDATION**
New England

LESSONS LEARNED FROM WINNING PROPOSALS

Susan Linn

Agenda

Welcome and Introductions

Who Decides and Why? (8:40)

Small Group Critique (9:00)

Common Themes (9:45)

Where to Go for More (10:15)

Questions (10:20)

Who Are You

Experience

Role

Sector



Who Decides and Why

Foundations/Family

Who?

Family Members
Seldom Paid Staff
Lay People

Why?

Family Priorities
Causes
Friends
Interests

Foundations/Large/Working

Who?

Paid Staff
Experts

Why?

Strategic
Philanthropy

Who Decides and Why

Corporate

Who?

- Employees
- Do not know your business
- BUSY

Why?

- Relationships (Personal, business)
- Marketing (Brand & CSR)

Government

Who?

- Panel
- *May be Expert*

Why?

- Usually a public process
- Accountability
- Points

Small Group Critique / Pick a Grant

- Cummings Foundation / EFNE Voc Rehab – *Letter of Inquiry*
- Agnes Lindsay Trust / Epilepsy Summer Camp \$5K
- Epilepsy Foundation of America / Outreach to FBOs \$3K
- Eastern Bank Charitable Foundation/ Lowell Afterschool STEM \$10K
- Cummings Foundation / EFNE Voc Rehab \$100K – proposal
- VOLUNTEER NH / AMERICORPS
- USDA / Lowell Farm to School \$100K

Small Group Critique

- Scan the Request for Proposal/Excerpt
- Put yourself in the Reviewers' Shoes – not the Grant Writer's
- Read the Proposal independently and think about:
 - 3 things you like
 - something that surprises you
 - a strategy you would use in the future
- 9:35-9:45
- Small group share (liked, surprised, action you will take)

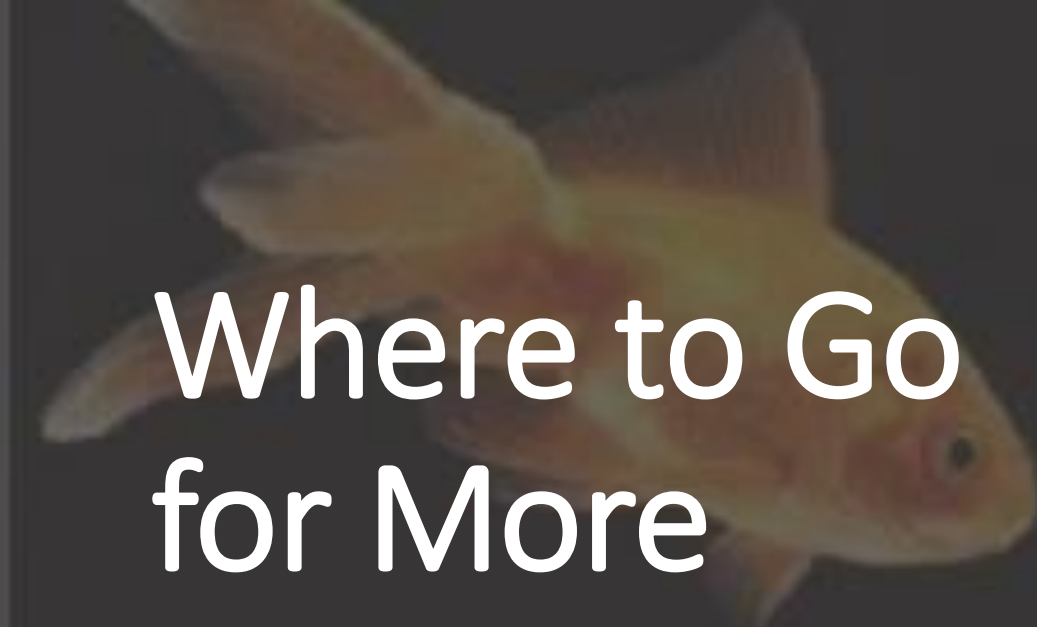
Common Themes

Spokesperson for Group Report (3-4 min each)

Briefly, what proposal did you read?

Summarize the group's likes and surprises discussion

Summarize the groups Strategies learned



Where to Go for More Information

Contact Information

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