



## Webster's New World Grant Writing Handbook

By Wason, Sara

Webster's New World, 2004. Book Condition: New. Brand New, Unread Copy in Perfect Condition. A+ Customer Service!

**Summary:** Introduction. PART I: Understanding Corporate and Foundation Fundraising. How Corporations and Foundations Fit into Your Overall Fundraising Strategy. Why Corporations and Foundations Give. Foundations. Corporations. Implications for Fundraisers. PART II: The New Philanthropy. Giving Trends. Corporate and Foundation Funding in Perspective. The Future. PART III: Define the Project. Generate the Idea. "Mission-Fit". Is Your Organization Prepared? Project Development. Make Sure Everyone Is on the Same Page. PART IV: Finding the Right Funders for Your Project. What Makes a Good Prospect? Know the Landscape. Project-Specific Grant Searches. Search Strategy. Your Final List. PART V: Approaching Funders. Make the Best Initial Approach. Letters of Inquiry. Other Forms of Communication. The Next Step. Handling Rejection. PART VI: Organize the Proposal. Roles and Responsibilities. The Outline. Proposal Production. PART VII: Writing the Proposal. Your Unique Voice. The Funder's Requirements. Proposal Components. Nontraditional Proposal Formats. Submission Tips. PART VIII: Proposal Review and Follow-Up. How Proposals Are Processed. Develop a Proposal Tracking System. Follow Up on Your Proposal. Reply to the Funder's Decision. PART IX: Effective Stewardship. Recognize the Funder. Communicate About Your Project. Project Pitfalls. Develop a...



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