



**WRITE FOR THE GOLD!
USING YOUR HEAD AND YOUR HEART TO WRITE A WINNING GRANT**

Friday, March 5, 2010

8:00 a.m. – 4:00 p.m.

Baker College of Owosso Welcome Center, Owosso, MI

Agenda

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| 8:00 – 8:30 a.m. | Registration |
| 8:30 – 8:50 | Introduction |
| 8:50 – 9:10 | Grant Review Process <i>Orient participants to exercise: individual and team grant review process</i> |
| 9:10 – 10:10 | Group Exercise for the Grant Review Process <i>Small Group Exercise- Participants act as grant reviewers and read the (2) grants, score each individually, come to scoring consensus in group</i> |
| 10:10 – 10:40 | Debrief from Small Group Exercise <i>Share scoring across teams and process exercise; how could you rewrite the grant to improve it?</i> |
| 10:40 – 10:55 | Break |
| 10:55 – 12:15 p.m. | Basic Elements of Grants of All Types <i>Basic proposal elements across all types of grants (federal, state, foundation, business); how and why to build a grant writing team and what strengths to look for in team participants; basic grant writing tips critical to success for all grant types (including head and heart components); and video interviews with grant funders</i> |
| 12:15 – 12:45 p.m. | Lunch |
| 12:45 – 12:55 | Grants and RFPs from Different Types of Entities <i>Orient participants to exercise: review of various types of grant RFP's/writing criteria and instructions; provide each team member with a different type grant (i.e. federal, state, foundation, business)</i> |
| 12:55 – 1:20 | Group Exercise <i>Small Group Exercise: Participants review individual samples; discuss within team the similarities and differences across grant types</i> |
| 1:20 – 1:30 | Share Key Discussion Points from Each Group |
| 1:30 – 1:45 | Review the "Critical Questions" That Must Be Answered In Writing Any Successful Grant |
| 1:45 – 1:50 | Orient Small Groups to Critical Questions in a Real Grant Proposal |

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| 1:50 – 2:20 | Answers to Critical Questions in a Real Grant Proposal <i>Small Group Exercise: Participants work together in looking for 'answers' in the poor quality proposal</i> |
| 2:20 – 2:30 | Share Success from Small Group Exercise in Finding Answers |
| 2:30 – 2:45 | Break |
| 2:45 – 3:05 | Using Your Heart to Write a Successful Grant |
| 3:05 – 3:15 | Discuss Personal Emotional Connection in Influencing Thinking |
| 3:15 – 3:40 | Writing a Heart Cover Letter for a Grant <i>Small Group Exercise</i> |
| 3:40 – 3:55 | Share Cover Letters from Small Group Exercise |
| 3:55 – 4:00 | Wrap-up |
| 4:00 p.m. | Adjourn and Sign Out |