

# Preparing a Successful Grant Proposal



Schools are currently facing a budgeting dilemma: they are being asked to do more with less. Even as new legislation calls for higher student achievement standards and rigorous standardized testing, most schools have received little new funding to deal with these challenges—and many are even facing shrinking budgets. This has left many educators looking for alternative sources of funding.

Grant writing is one way of obtaining needed funds, but it can also seem like a complicated and overwhelming procedure for educators unfamiliar with the process. Grant writing requires common sense, thoughtful planning, organization, and the ability to communicate. Like any skill, it can be learned and perfected with experience. This *ERS Successful Strategies* uses real-life examples and tips from seasoned proposal writers to walk you through the steps—some of them quite technical—of the grant application process.

At its most basic level, however, grant writing is telling a story. Successful proposals for funding connect with the people reviewing them. They effectively tell a story of a need and how the requested funding will help meet that need. If you keep this in mind as you develop your grant, you will greatly increase your chances for success.

**Since telling your story effectively also requires knowledge of some technical aspects of grant writing, prepare yourself by reading about the topics listed below that are addressed in this *Successful Strategies*.**

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