



COMPETITIVE GRANT WRITING

Learn to pre-judge your grant proposals by thinking like a grant maker. If you're ready to get serious about grant writing, invest a day honing your skills with proven techniques for generating support in this information-packed, **full day** workshop.

Grant seeking has never been more competitive than today. With information on grant opportunities so broadly available, most grant making foundations and agencies receive hundreds more worthy grant proposals for each funding cycle than they could ever fund. Learn to pre-judge your grant proposals by thinking like a grant maker! Give your proposals the competitive edge of a serious grant seeker! **In today's tough economic environment, you won't want to miss this invaluable workshop presented by Nonprofit Attorney, Eric Davis and join us afterwards for a nonprofit networking opportunity!**

What Will be Covered:

- *Crafting the Letter of Inquiry*
- *Developing and accessing proposal ideas*
- *Technical components of a proposal*
- *Criteria that grant makers use in evaluating proposals*
- *Editing and packaging proposals*
- *Advanced foundation research tips*
- *Story-telling with passion and commitment*
- *Quantifying Objectives and setting Performance Indicators*
- *Designing Evaluation Methodologies for your grant-funded projects*
- *Demonstrating Financial Sustainability, and how that makes or breaks your proposal*
- *Budgets and the all-important Budget Narrative*
- *New trends in proposal formatting: imbedding photos, using color, etc.*
- *Follow-up with grant makers and cultivation of relationships*

Registration Information

\$99 Member, \$149 Nonmember

Registration Fee includes Continental Breakfast, Lunch & Reception!

Registration begins at 8:30 a.m.



Eric Davis is a member of the PA Bar Association and a partner in Fried & Davis, a law firm which specializes in nonprofit law. Eric has a Juris Doctorate and an MBA from the University of Pittsburgh, and a B.S. from the Pennsylvania State University. For the last five years, Eric has worked with Procopio Fundraising to provide fundraising, grant writing and strategic planning services to nonprofit clients. His track record of success and depth of knowledge in grant writing matters is unparalleled in the industry.

*Special Thanks to
Our Event Sponsors!!*

GREENSBURG, PA

Thursday, February 12, 2009
9:00 a.m. - 4:00 p.m.

The Community Foundation of
Westmoreland County

Greensburg Garden & Civic Center
951 Old Salem Road, Penthouse Suite
Greensburg, PA 15601

THE COMMUNITY FOUNDATION
of Westmoreland County

**Please Join Us for a Networking Reception
Immediately Following the Workshop!!**



United Way
of Westmoreland County

Visit our website at www.pano.org/events.php
for more details or to register!



PANO
Programs

REGISTER TODAY!

Register online with VISA or Mastercard at
www.pano.org/events.php

Please print clearly and submit a
separate form for each individual attending

Yes! Please register me for "Competitive Grant Writing in Greensburg!!"

PANO Member/Partner Rate

\$99 per person (includes lunch) _____

Nonmember Rate

\$149 per person (includes lunch) _____

TOTAL INVESTMENT ENCLOSED: _____

[FOR PANO USE ONLY: 54100.4]

Organization: _____

Name: _____

Title: _____

Address: _____

Phone: _____ Fax: _____

Email*: _____

*Required if you wish to receive confirmation of your registration

Do you have any special dietary or accessibility requirements? If so, please list

_____ Check made payable to PANO enclosed _____ Check will be sent separately (Fax Registrations)

Please mail or fax this form with payment in full to:

Pennsylvania Association of Nonprofit Organizations
777 East Park Drive, Suite 300
Harrisburg, PA 17111

Fax: (717) 236-8767

If you wish to pay by VISA or MasterCard, please visit our website at www.pano.org/events.php

Cancellations must be received at least five days prior to the session you are attending.
After that date, no refunds will be given. A \$10 Administrative fee will be charged on all refunds. Substitutions are permissible.