

# THE GRANTSMANSHIP CENTER®

## *Helping Organizations Get Funded and Create Change*

Whether you're new to grants or want to sharpen your skills, The Grantsmanship Center's training gives you the solid know-how to succeed.

Proposals based on our approach are more likely to get funded. Services that are planned using our approach are more likely to succeed. Our more than 115,000 alumni have secured billions of grant dollars for the vital work they do. Many nonprofit leaders say our training has been key to their success.

*Program Planning & Proposal Writing*, the Center's groundbreaking guide, laid out a grant proposal-writing model so effective that it has been adopted by foundations, government agencies, and nonprofits throughout the world. With well over a million copies in print, *Program Planning & Proposal Writing* is the most widely read publication in nonprofit history and the core of the *Grantsmanship Training Program*. New edition coming in Fall 2013.



# THE GRANTSMANSHIP CENTER TRAINING

*When **You're Serious** about Winning Grants...*

**Our training delivers results.** We know because an independent, ongoing evaluation shows that our alumni win grants! Our approach is so effective that thousands of foundations, government agencies, universities, hospitals, and nonprofits turn to us for training.

With the Center's dynamic *Listen & Discuss, Do & Review*<sup>®</sup> curriculum, each training empowers you to put new knowledge into practice immediately, build solid skills, and retain what you learn.

You'll leave each of our training programs with a real work product you can actually use — a full proposal, sections of a proposal, a business plan, or a project time line. And you'll learn to review proposals the way funders do, to see what works, what doesn't, and why.

Our trainers are top grants professionals with decades of experience winning grants. They've been thoroughly trained in our approach, and they're dedicated to your success.

*Contact us to register for a training or to explore bringing our training to your community:*  
[info@tgci.com](mailto:info@tgci.com) or 800-421-9512.

*"Our funding from grants has doubled since a staff member and I attended the Grantsmanship Training Program. It is **the single best grant proposal writing training I've ever taken**, and it has given my staff the skills necessary to develop proposals that get funded."*

– **Barbara W. Auten**  
Executive Director  
Alzheimer's Services of the Capital Area  
Baton Rouge, LA

*"Before attending the Grantsmanship Training Program, I wrote proposals with my heart – and the results were disappointing. The Grantsmanship Center gave me the tools to also write with my head. **I went from \$0 funds raised to grants totaling \$2 million over the next four years.**"*

– **Carma Love**  
Youth Opportunities Unlimited  
Alternative High School  
Los Angeles, CA

Learn More. Visit [www.tgci.com](http://www.tgci.com)

Visit [www.tgci.com](http://www.tgci.com) to learn more, see our training schedule, or register! Email us at [info@tgci.com](mailto:info@tgci.com) or call us at 800-421-9512.

### Get the Skills You Need to Hit the Ground Running!

The Grantsmanship Center offers five training programs. All use our *Listen & Discuss, Do & Review*® based curriculum — because it works!

- **The Grantsmanship Training Program**® is packed with information, resources, best approaches, tips, and insights to save you from costly mistakes and years of trial-and-error learning. Working with a team, you'll draft a real grant proposal for your project or a teammate's. You'll tackle the entire proposal writing process and leave prepared to win grants. (5 days)
- **Essential Grant Skills** provides an overview of the entire proposal development process, targeting the key elements that make proposals competitive — ones that even experienced proposal writers struggle with. (2 days)
- **Competing for Federal Grants** prepares you to understand federal application guidelines, develop a proposal development work plan, and submit competitive proposals in tough government competitions. Not recommended for beginners. (5 days)
- **Research Proposal Workshop** focuses on the needs of program investigators and is tailored for research institutions and universities. It targets the specific elements that make scientific and social research proposals successful. (3 days)
- **Social Enterprise for Nonprofits** gives you hands-on experience developing a plan to create, expand, and diversify earned income revenue streams for your organization. (2 days)

The Grantsmanship Center also offers customized training programs. Contact Barbara Floersch, Director, at [Barbara@tgci.com](mailto:Barbara@tgci.com) or (800) 421-9512 ext. 232.



*"I have taken many, many courses over the years, but your training was the best week I ever spent in a classroom."*

– Karen Porter  
Insurance Institute of America  
Malvern, PA

Learn More. Visit [www.tgci.com](http://www.tgci.com)

## *Unparalleled Follow-up at No Additional Cost* *How Our Alumni Keep the Winning Edge!*

**We help you strengthen a proposal.** Graduates of our 3-day and 5-day trainings have an entire year after the workshop to submit a proposal to a trainer for advice on how to strengthen it.

**We help you find funders.** Graduates of our grant-related training programs get free access to our Alumni Website. This site's user-friendly databases for foundation, corporate, and federal funders are continually updated. They help you find the right funders while saving you aggravation, time, and money.

**We help build your proposal writing team.** Graduates of our 5-day *Grantsmanship Training Program* can invite another person from their organization to attend that training at half price!

**We answer your questions.** Ask The Center! If graduates need help untangling application guidelines or handling tricky situations, contact us and we'll help you find answers.

## OTHER RESOURCES TO HELP YOU SUCCEED

**Publications** — Access to our archive of classic publications is free. We also have a growing line of new proposal writing and grants management articles. Our expanded and updated version of *Program Planning & Proposal Writing* will be available in Fall 2013.

{Centered}, our e-magazine, delivers relevant articles and ideas every month. Sign up at [info@tgci.com](mailto:info@tgci.com). It's free!

## OUR HISTORY

More than 40 years ago, Norton Kiritz (1935-2006) pulled a table and chairs into the hallway of a community action agency to work after hours teaching nonprofit staff to write grant proposals. Demand for this guidance inspired Kiritz to found The Grantsmanship Center and to write *Program Planning & Proposal Writing*. His uncompromising commitment to nonprofits was memorialized by *The Chronicle of Philanthropy*, *The New York Times*, *The Washington Post* and others. The Center is committed to maintaining the standards of excellence he established.