

Do's & Don'ts of Obtaining a Grant

Do

1. Know your business
2. Know your audience
3. Be true to your mission/vision
4. Follow directions
5. Get innovative
6. Plan – Prepare -- Research
7. Know your beans
8. Tell your story
9. Spouse Test
10. Say "Thank you"

Don't

1. Promise more than you can deliver
2. Make assumptions
3. Chase the money
4. Get creative with the format
5. Beg
6. Get sloppy
7. Supplant
8. Do it alone
9. Use jargon
10. Give up