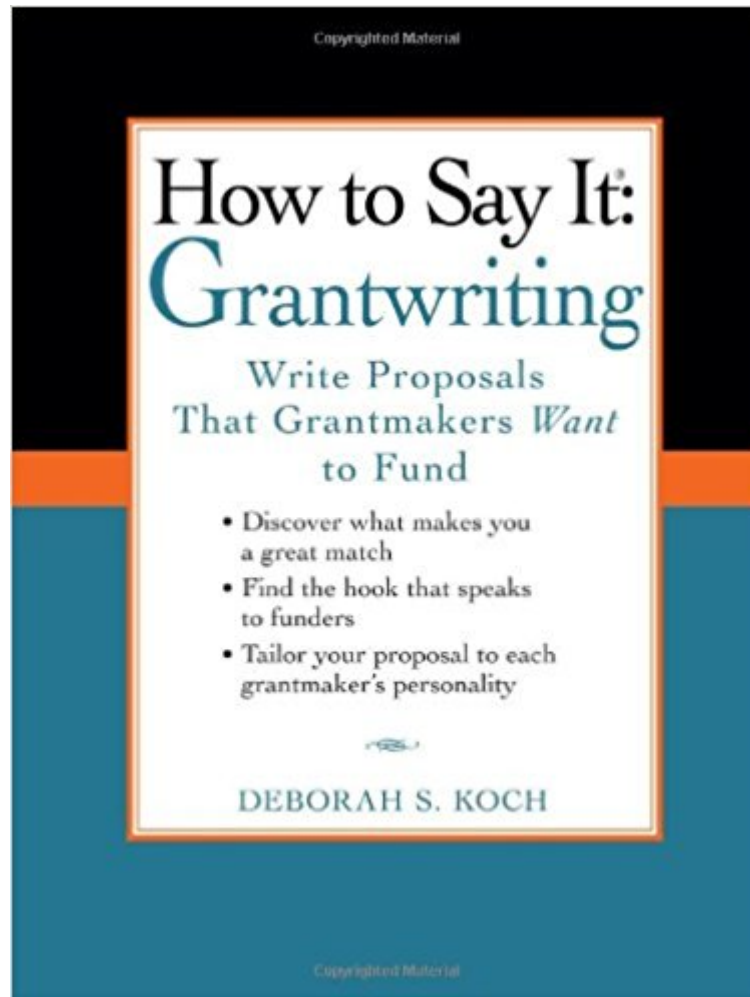


The book was found

# How To Say It: Grantwriting: Write Proposals That Grantmakers Want To Fund



## Synopsis

A guide to writing grant proposals tailored specifically to a donor's interests, complete with step-by-step instructions and samples of winning proposals. In grant-seeking, words can go where the applicant can't—the foundation boardroom, the corporation's headquarters—so it's important to use them as the strategic, powerful tools that they are. This book shows readers how to find, frame, and use words effectively to make the case for any organization and its projects. Readers are provided the tools for crafting a grant proposal that speaks directly to the funder's interests. Grant-seekers will learn: ? How to find out which funders fit their project exactly ? Strategies for figuring out what each grant-maker is looking for ? Critical tips for crafting attention-grabbing proposals Koch shows readers how to write with a point of view that is geared to the funder's interests and goals, while remaining true to the project. Packed with examples of winning proposals, and strategies for using words to inspire and convince, this is the must-have resource for any grant-seeker hoping to stand apart from the crowd.

## Book Information

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## Customer Reviews

I've done a lot of writing, but grantwriting (which I'm doing for the first time now) is a different beast, with its own rules, structure, acronyms, etc. How to Say It: Grantwriting has good tips on what you need to know about the grant's audience, what to include in the grant, and how to write the most persuasive grant possible. I especially like the sample grants at the back of the book, that show what a good, fundable grant looks like. I will be referring to it often as I put together the grant for my

organization.

I got the grant I needed. I had never written a grant before -- this book gave me a philosophy of intention and presentation. If you are in the grant writing arena, buy it -- at the very least it will give you hope and enthusiasm.

This book is without a doubt worthy of an award! It is extremely well organized, leaves no rock unturned in terms of what you need to do to write a grant, and makes the reader feel empowered by utilizing Deborah's template for success. In addition, Deborah gives all the little tips and hints that I don't believe most authors would think of that are very helpful and encouraging. It is a joy to read, layed out in a format that is easy to follow, straight forward and written in prose that a person not well versed in grant writing could absorb. This gem of a book could be used to teach grantwriting or merely utilized as a reference by more seasoned grantwriters. Deborah includes a wealth of information throughout the book for clarity, and sites to refer to for specific information. I strongly recommend this excellent text for the novice-that is, if you really want to learn all about grantwriting in one book. This is it! K. Tyler

When my boss asked me if I was interested in writing grants and I said "yes", he immediately handed me Deborah's book. He told me that it was the only book I needed to read in order to get started. This is coming from the President of a Community Foundation and an adjunct professor who teaches...How to Write Grants. The book is focused and organized and provides the tools and resources needed in order to succeed. I highly recommend to anyone in the field.

I wish someone would write a clear straight forward process for writing grants. What I mean is just start with the beginning process and go all the way through to the last stage/step end. Too much jumping around in this book for me. It has good information but the author(s) is stingy with the core process of writing ONE grant from start to finish "Laid Out." And why are Individual project grants an area that no one will even address. Not one chapter on it I was hoping for at least one chapter on individual project grants.

"How to Say It: Grantwriting" is a concise and engaging manual for grant writers. Deborah Koch covers all the technical ins and outs of preparing grant proposals but the book's primary focus is on the importance of high quality writing and communication. There is a strong emphasis on

understanding potential grantmakers to ensure a good fit with your organization, mission, and strengths. Ms. Koch's expertise is clear in her excellent writing and seasoned advice. There are many examples of proposals as well as "before and after" edits. Pick this one up if you need to write grants for your organization, or are involved in any way in nonprofit communications or fund development. Highly recommended.

Easy to read and very useful. Gives you important tips about writing winning grants and letters of inquiry, and much more about how to communicate your ideas clearly.

A great book on how to word your proposal for a grant, this has helped me in writing grants for my non-profit Organization and this is the first time ever I have done this. This book tells you exactly what you need to keep in mind when writing a grant, how your grant will be perceived by the way you write it which makes a difference on whether or not you are one of the lucky organization to receive monies. Would recommend this book to anyone writing a grant.

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