

# WHO, HOW & WHAT TO ASK OF FOUNDATIONS & FUNDERS

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## Grant Writing Forum



***“A Foundation is a large body of money surrounded by people who want some.”***

***-Dwight McDonald (1906-1983)***

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**“Non profit funding is like trying to drive from New York to Los Angeles without a credit card or cash. You spend most of your time begging, and very little time looking at the map.”**

**-anonymous**

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**My Motto:**

***Often Wrong, Seldom in doubt.***

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# *Phogle's Philanthropic Philosophy*

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***To Thine Own Self Be True.***

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***Read directions carefully.***  
***Follow them more carefully.***

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**Get behind the spirit and  
intent of the grant.**

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**It's okay to ask questions...**

- to clarify.**
- to understand.**

**But not to...**

- try and change parameters.**
- influence the decision.**
- criticize the objectives.**

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# **Substance and Style Matter**

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**Take advantage of the  
pre-grant workshops.**

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**If possible, learn the poison pills.**

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**Four sets of eyeballs  
are better than one**

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**Kick the field goal on third down  
(get the grant in a day early)**

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**Verify the grant arrived.**

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***Win or lose....***

**Be grateful.**

**Be gracious.**

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***Questions?***