## **Contents**

Foreword	Х
Introduction	xiv
You're Not a Grantwriter	1
What Is a Grant Proposal?	4
What Is a Grant Award?	7
Know Your Field	10
Know Your Organization	12
It's Never About Your Organization	16
Don't Grab for Grants	21
"You're an Applicant, Not a Supplicant"	27
A Grant Is Not the Solution to	
Every Funding Need	31
Planning Programs	35

Cultural Relevance	39
Collaborate	44
Argue for Change, Not Activities	48
Generate Hope	52
Evaluate	56
Ethical Program Evaluation	60
Sustain Impact, Not Programs	66
Teams Are Best	70
Best Practice Versus Innovation	73
Ethics	76
Be Sure It's Worth It	79
Grantsmanship in a Nutshell	83
Embrace the Power of the Work	86