



**Barbara Floersch** has over 40 years' experience managing nonprofits, writing grant proposals, and administering grants. She has raised millions of dollars in grant funding, served as a reviewer for federal grant competitions, and testified before Congress on reauthorization of the National Endowment for the Arts. Serving as a trainer for The Grantsmanship Center and as the Center's Chief of Training and Curriculum, Floersch developed numerous educational programs and trained thousands of nonprofit staff members throughout the US and internationally. She has published hundreds of articles, contributed regularly to *The NonProfit Times*, and authored *Grantsmanship: Program Planning and Proposal Writing*, the updated, expanded edition of Norton Kiritz's seminal work in the field. Visit her website [BarbaraFloersch.com](http://BarbaraFloersch.com).