

**Great Tribe or Nonprofit ABC &  
Rebecca Schueller Training & Consulting Present:**

**Grantwriting Readiness &  
A Live Grant Scoring/Ranking/Review Panel**

**A Two-Day Workshop (9:00 am-4:30 pm both days)**

**Day 1 - Grantwriting Readiness:** Effective grants build on an agency's strengths, accomplishments *and capacity* and convince funders that a strong return on investment is likely. This workshop teaches core concepts of effective grants that can be used for both private and public grants. Many grant writers work incredibly hard but are so busy with increasing compliance, financial and legal requirements, that grants are often not planned well. While last minute grants are sometimes funded, they often do not provide present your agency at its best. Poorly planned grants are more obvious in today's online environment because there is less space to make a strong case. A little planning goes a long way in developing your readiness to submit competitive, successful grants. While strong writing skills are important to present your case effectively, even individuals with "just average" skills can submit effective grants with some basic pre-planning, a process for review & editing, and a thoughtful analysis of organizational capacity.

- Learn the 5 questions your organization should ask before submitting proposals and the components of a competitive grant
- Discover how to analyze funder priorities and make "*the right ask*"
- Develop budgets that make sense for your agency's bottom line
- Make a strong case for operating funding
- Build your agency's grant submission team
- Understand how to conduct a simple internal review and scoring process
- Ask for help and plan for funder site visits
- Increase your time available for larger, more complex (and lucrative!) grants by training others in your organization who wish to *develop the capacity* to write some of your smaller renewal grants
- Develop simple strategies to build and maintain an ongoing relationship with your funder(s)
- Learn the basic steps to ensure that your agency will be remembered with respect (not dread!) when you re-apply.

**Day 2 – The Grant Scoring/Ranking/Review Process:** Experiential learning is required! Participate in a live internal grant review panel. This requires a brave soul who will share a grant, budget, workplan and attachments, which will be reviewed by other participants. **Special Offer:** This brave individual attends at a 50% discount on the Early Bird Registration Fee. *Note:* You may submit an existing proposal or a grant for a program that has since ended (but nothing prior to 2017). Participants will read, score, and write review comments *in advance* of the workshop. During the workshop, we will convene the grant review panel to give feedback to the grant writer on how to make the grant more competitive. We will review the budget, workplan, and attachments.

- Experience a strategic grant review rather than a "wordsmithing" exercise
- Learn to convene and internal grant review panel to increase competitive submissions
- Understand how to use Word Tables, develop budgets and narratives in Excel, develop multi-year budgets and show matching costs
- Develop data that makes your community need clear
- Frame your

organization's impact in compelling terms ■ Discuss concepts like “supplant” and supplement  
■ Ask all your questions!

**Intended Audience:** Beginners and experienced grantwriters in nonprofits, tribal organizations, schools and public agencies can benefit from revisiting grantwriting best practices and learning new strategies to make your grants more powerful and effective. Advocates, case managers, administrative assistants, office managers, and Executive Directors, Board Members, Program Directors, and other interested individuals are welcome to attend.

**About Your Trainer:** Becky Schueller has three decades of experience working with national, urban and rural nonprofits, community groups, tribal organizations and small businesses. In addition to 30+ years of management, leadership, & supervisory experience with nonprofits, Becky served multiple community agencies in Chicago and Minnesota in Board, staff, committee, volunteer, and consultant roles. She worked for the Chicago Foundation for Women, supervised an all-Cambodian refugee staff, and served at the YMCA of the USA. Becky's most recent long-term staff role was serving as Executive Director for Evergreen Youth & Family Services in Bemidji from 2001-2017. Evergreen's \$1 Million budget more than doubled during Becky's tenure and the staff grew from 20+ to 40+ members. After relocating to Minnesota in 1998, Becky developed the first *Catalog of Philanthropy* for the Northwest Minnesota Foundation, was a Business Development Specialist for the Native American Business Development Center and worked for the Midwest Alliance of Sovereign Tribes.

## About Rebecca Schueller Training & Consulting

Rebecca Schueller Training & Consulting (RSTC) delivers services designed to help your organization achieve its vision and build its capacity and resiliency. Services help Boards of Directors, CEOs and staff build on existing strengths and develop strategies that effectively address areas for improvement. Becky will support your organization by helping you create a board/CEO designed alliance, enhance strategic collaborations, build stakeholder investment in your organization and explore new approaches and resources. When organizations are struggling with managing public or private grants, Becky can help. She will work with grantee organizations which have been cited for funder non-compliance or which are struggling with grant implementation and reporting.

## Professional Endorsements

*I have had the privilege to work with Rebecca as an Evergreen board member and community professional over the last nine years. ... During Rebecca's tenure with the agency she was responsible for obtaining, organizing and leading the agency through millions of dollars in funding to provide programming and services to the highest risk and most vulnerable youth in our community.*

**Katherine Houchins, MSW, LISW, Director of Case Management & Behavioral Health, Sanford Bemidji Medical Center**

*Becky worked tirelessly on multiple grants that enabled Evergreen to serve many youth and families in the Bemidji area. Her grant writing skills are superb, detailed and effective.*

**Randy McKain, M.Ed., L.S.M., Program Director of Addictions Counseling & Youth Ministry, Oak Hills Christian College**

❖ **Rebecca Schueller Training & Consulting, LLC** ❖

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