# **Proposal Writing**

- Follow the process
   the proposal is part of a process
- Write the proposal
  - ~ tips
  - ~ overview
  - executive summary
  - ~ need

Write the proposal (cont'd)

- ~ project description
- ~ budget
- organizational information
- ~ conclusion

Write the proposal (cont'd)

- ~ cover page, title
- ~ table of contents
- ~ appendix
- ~ cover letter
- ~ finishing touches
- 3. Research the grantmaker
  - ~ foundations Web site, 990-PF, news
  - ~ corporations
- 4. Build the relationship
  - ~ before applying
  - ~ while pending
  - ~ after the decision

Wrap-Up and Evaluation

# **How To Write A Proposal Paper**

**Neil Sawers** 

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