

# FINDING & WRITING COMPETITIVE GRANT APPLICATIONS

DATE	TIME	LOCATION	COST
Thursday November 17, 2011	9:00am - 3:00pm	League Office - Room 101 1820 W. Washington St. Phoenix, AZ 85007	\$150 <i>Includes continental breakfast, handouts and lunch</i>

This workshop will explore private sector funding sources (foundations and corporations) for small- to mid-size community projects. Dr. Bev Browning, author of *Grant Writing For Dummies* and 38 other grant-related publications will lead workshop participants through traditional and nontraditional private sector funding source databases. In addition, all participants will be led through “what the funder wants to see in this section of your request” writing exercises and what to say when contacting potential funders to determine their interest in funding in your community. There will be adequate time for Dr. Bev to review your writing exercises and provide valuable feedback on how to write to win! All registrants will receive a copy of the trainer’s book, *Perfect Phrases for Writing Grant Proposals* (McGraw-Hill, 2008).

## Upon completion of this League training program, you will be able to:

1. Identify foundation and corporate funders that award grants for non-capital requests.
2. Speak confidently with potential funders about your community and its needs.
3. Research and write a highly competitive and compelling funding request narrative using *Perfect Phrases for Writing Grant Proposals*.
4. Quickly identify and put a value on soft monies (in-kind) when the funder requires an in-kind contribution from your agency.



## ABOUT THE PRESENTER:

Dr. Beverly A. Browning has been consulting in the areas of grant writing, contract bid responses, and organizational development for nearly four decades. She has assisted municipal clients and workshop participants throughout the United States in receiving awards of more than **\$350 million**. Dr. Browning is the author of 38 grants-related publications, including *Grant Writing For Dummies*™. She is based in Mesa, AZ and is also Director of the Grant Writing Training Foundation.

## DEADLINE AND CANCELLATION INFORMATION

Deadline for registration is Monday, November 14, 2011. Cancellations must be received in writing by November 14, 2011. No refunds will be given after this date. If you have any questions, please call Matt Lore at the League office, (602) 258-5786 or email [mlore@azleague.org](mailto:mlore@azleague.org).



# FINDING & WRITING COMPETITIVE GRANT APPLICATIONS

FULL NAME \_\_\_\_\_ NAME/NICKNAME FOR BADGE \_\_\_\_\_

CITY/TOWN/AGENCY \_\_\_\_\_ TITLE \_\_\_\_\_

ADDRESS \_\_\_\_\_ CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_

PHONE NUMBER \_\_\_\_\_ EMAIL \_\_\_\_\_ CONFIRMATION NUMBER \_\_\_\_\_

## CREDIT CARD INSTRUCTIONS

If paying by credit card, please fill out the following information and fax it to 602-253-3874 or mail it to League of Arizona Cities and Towns, 1820 W. Washington, Phoenix, AZ 85007.

CARD TYPE:  

CARD NUMBER \_\_\_\_\_ NAME ON CARD \_\_\_\_\_ EXP. DATE \_\_\_\_\_ [CSC](#) \_\_\_\_\_

BILLING ADDRESS (as it appears on credit card statement) \_\_\_\_\_ CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_

CARDHOLDER SIGNATURE \_\_\_\_\_ CARDHOLDER PHONE NUMBER \_\_\_\_\_ CARDHOLDER EMAIL \_\_\_\_\_

**\$150.00** will be charged to the card listed above upon receipt.

## CHECK INSTRUCTIONS

If paying by check, please mail this form along with your check in the amount of **\$150.00** made payable to:

League of Arizona Cities and Towns  
1820 W. Washington Street  
Phoenix, AZ 85007

## DEADLINE AND CANCELLATION INFORMATION

Deadline for registration is Monday, November 14, 2011. Cancellations must be received in writing by November 14, 2011. No refunds will be given after this date. If you have any questions, please call Matt Lore at the League office, (602) 258-5786 or email [mlore@azleague.org](mailto:mlore@azleague.org).