Grantsmanship for Health Professionals
An Intensive Workshop On Designing, Writing, & Winning Private, Corporate, & Government Grants

March 5 & 6 | Stockbridge, GA
Merle Manders Conference Center

The training will be open to all health organizations

Day 1: Foundation and Corporate Grants

Preparation for Entering the Grant Writing Arena
Grants-For What Purpose?
Understanding the Categories of Grantors
Grant Search Tools
How to Vet Prospects
The Case Statement (Lab)
The Funder Approach
The Funder Relationship
The Letter of Inquiry (Lab)
Full Proposal Construction
Grant Reporting
Tips for Georgia-based Foundation Proposals

Day 2: Government Grants

The Highs and Lows of Government Grants
Search Assistants
Deciphering the Federal Funding Opportunity Announcement
Overview of Typical Sections of Federal Applications
Writing Strong Goals and Objectives
Constructing a Winning Proposal: The Review Process and what you need to Know to Score Big
The Science of Grant Scoring
Working with Grants.gov: Tips for Maintaining Serenity

The Expert

Our trainer will be Amy Forsyth-Stephens, of Forsyth-Stephens Consulting based in Blacksburg, Virginia. Forsyth-Stephens Consulting specializes in development consulting to rural and charitable health organizations, mental health organizations, and other non-profits serving disenfranchised individuals.

Over her career, Amy has personally written and won hundreds of program grants totaling millions from federal and state government sources, private foundations, and corporate entities. She has negotiated major contributions from large international corporations and authored thirteen successfully funded competitive grants from the US Department of Health and Human Services. She serves as a grant reviewer for the US Health Resources and Services Administration, and regularly presents webinars on grant writing to nonprofits across the nation. Amy is known for her ability to transform creative ideas into fundable initiatives, and for designing programs that endure.

Cost: $189 for GCCN members; $249 for Non-GCCN members
*Includes workshop materials, lunch and breaks on both days

For more information visit www.charitablecarenetwork.org or call 770.738.4651