



# LIVE ONLINE WORKSHOP "CRACKING THE GRANT CODE" THE 5 KEY PRINCIPALS

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# CRACKING THE GRANT CODE - 5 KEY PRINCIPALS

Download 10 years of our grant writing experience in a few hours by learning our 5 principals of successful grant writing and their respective weighting of importance.

Q. Why have we bolded a statement in the table?

A. This is the reason 99.999% of grant applications fail. Get this wrong and you will waste your time applying.

Principals		Grant Applicant		Weighting
		Most Likely to Succeed	Least Likely to Succeed	
1	The Program	Tightly defined program Firm start and end dates	<b>Confusing a program for a business</b> Loosely defined program with unclear dates Overlapping programs	40%
2	Purpose & Eligibility	The program aligns with; Broad purpose of the grant; and Specific eligibility criteria	Unclear who benefits. Does not comply with all eligibility items. No shared benefit with community	20%
3	The Budget	Clearly defined and verified Objective 3 <sup>rd</sup> party quotes Project related costs only In kind contributions clearly defined Multiple funding sources defined Budgeting to the last cent	Includes overheads such as salaries and rent and other business running costs Trying to fund a business rather than a program	10%
4	Experience	Suitably qualified management Prior programs have been run Case studies and referees Adequate project management & record keeping skills	Inexperienced in management and/or project management No suitable or relevant referees	10%
5	Outcomes	Predictable Measurable Objective Testimonials	Vague	10%