

# WHAT DONORS WANT

*Tips for the 2008 Reinhold Team Leadership Graduates*

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# What Donors Want

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1. Fiscal stability
2. Alignment with foundation/donor's goals or guidelines
3. Alignment with organization's mission, purpose and scope of work
4. Strong leadership -staff and board
5. A well thought out and researched proposal



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6. Involvement of all stakeholders in the development of the proposed program
7. Proof that you have a significant need or problem
8. A clearly stated solution, based on experience and ability
9. A method to determine and measure success
10. Demonstrated prior success with sustaining programs



# Please Don't:

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- Ask for an extension
- FedEx your proposal unless asked to do so
- Ask for technical assistance the day the proposal is due
- Ask for a budget revision after you have already spent the money
- Assume you can't do something - always ask
- Ask for more money than you really need



# Please Do:

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- Research the grantmaker ahead of time
- Attend any technical assistance sessions the grantmaker offers
- Involve your board in the proposal and ensure that you have board approval for the proposed program
- Answer all questions asked
- Ensure that any partners are on board



# Please Do:

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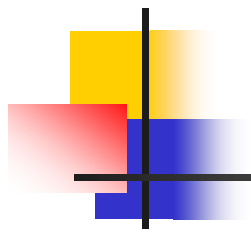
- Present a well thought out budget
- Add your budget numbers more than once
- Proof your proposal carefully
- Present proposal in appropriate and complete format
- Include all required attachments
- Secure all required signatures
- Plan ahead



## Please Do:

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- Request feedback about your proposal's strengths and weaknesses
- Tell the grantmaker what didn't work as well as what did
- Submit reports in a timely manner and request extensions if needed
- Provide training on all grants if executive staff turnover occurs



*Each of us must be the  
change we wish to see in  
the world...*

**Thank you for your leadership!**