DH LEONARD CONSULTING & GRANT WRITING SERVICES, LLC

Don't Let Grants Stress You Out

TRAININGS

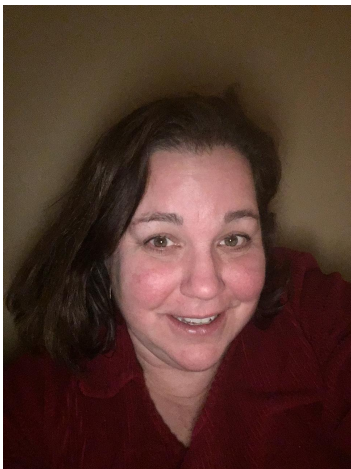GRANT READINESS   RESEARCH   RELATIONSHIPS   STORYTELLING   BUDGETS

Diane H. Leonard, GPC, ST, LSM, LSPO
- Grant Professional Certified
- Scrum Trainer
- Licensed Scrum Master and Product Owner through Scrum Inc.
- Owner, DH Leonard Consulting & Grant Writing Services, LLC
- Approved Trainer, Grant Professionals Association
- Began Career as a Program Officer
- Over $65.1 million awarded for clients

Amy Bonn
- Approved Trainer, Grant Professionals Association
- Worked with and for nonprofits for over 20 years as a practitioner, researcher and consultant
- Oversees the creative direction at Finch Network as well as business development
- Holds a B.A. in American Studies and a teaching certificate from the University of Rochester, and a graduate degree in Community and Rural Development from Cornell University

Jasmine Markanday, MBA
- Approved Trainer, Grant Professionals Association
- Member of the GPA and National Grants Management Association
- Specializes in federal grant readiness, grant budget-writing, grant management, and training solutions.
- Assists clients with grant compliance based on 2 CFR 200 and Federal Administrative Regulations.
- Received her Bachelor's in Business Administration with Accounting & Computer Information Systems from Emporia State University and her MBA with Healthcare Administration from MidAmerica Nazarene University.

Don't see an option or class you're looking for on our list? We're happy to help! We also offer customized in-person seminars and webinars geared to what your organization needs.

Bethany Planton, GPC

- Grant Professional Certified
- Approved Trainer, Grant Professionals Association
- Bethany earned a Graduate Certificate in Nonprofit Administration from Western Kentucky University in 2015
- Has a Bachelor of Science degree in Communications Studies from Ball State University.
- Got her start in the grant profession as an AmeriCorps VISTA member in 2011.
- Authors bmtconsulting's Nonprofit Book Nook.

Our team is excited to help your organization by strengthening your grant readiness and enhancing your grant writing skills and practices to increase your chances of securing grant funding.

We offer a variation of ALL listed topics as 1-hour or 90-minute webinars, ½ or full day in-person workshops, and multi-day mastermind classes.

To get started, select one of our topics or schedule a time to discuss customizing a topic of your choice.

To book your workshop or webinar:
Megan@dhleonardconsulting.com

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Basic Topics:
- 10 Ways to Improve Relationships with Grantors
- Budgets That Tell Your Story
- Collaborative Grant Writing: Playing Well With Other Grant Professionals
- Collaborative Grant Writing: Translate Theory into Practice
- Crafting Grant Language to Increase Funding Success
- Effective Pre-Planning for Grant Applications
- Foundation and Grants Fundraising Overview
- Grant Professionals ARE Superheroes
- Grant Writing: Mastering the Basics and Beyond
- Grant Writing 101: How to Write a Competitive Fundable Grant
- Grant Writing 102: How to Effectively Research Grant Funders to Ensure You Win the Grant!
- Grant Writing 103: How to Establish and Maintain Excellent Grant Funder Relationships!
- Grants: Tips and Tricks from the Foundation Side
- How to Think Like a Reviewer
- Increasing Grant Revenue: Focusing on Improving Funder Relationships
- Learning From Our Grant Rejections
- Proposal Budget Design for Grants
- Strategy & Metrics for a Successful Annual Grant Plan

Intermediate Topics:
- Expressing Next-Level Gratitude to Grantmakers (Beyond Just the Thank You Letter!)
- Federal Grants 201: How to Feel Confident as You Click Submit
- How to Master Grant Strategy, Calendars, and Teams
- How to Include Evaluation in Grants When the Funder Isn't Paying for It
- How to Tell Your SMART Story in Grant Applications
- How to Use a Logic Model to Increase Your Grant Seeking Success

Advanced Topics:
- Advanced Storytelling: How to Tell Stories Across All Types of Grants
- Forecasting for Federal Grants
- How to Use an Agile Framework to Write (and Win!) More Grants

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10 Ways to Improve Relationships with Grantors	This training provides in-depth information and discussion about the importance of an organization's relationships with its grantors in securing, maintaining, and receiving additional grant funding. This class will help you to be more competitive in the grant seeking process and it will assist you in increasing your success ratio.
Budgets That Tell Your Story	The grant application budget is the application component most reviewers read _first,_ yet it is often the component that is addressed _last_ within the grant application process. This session will teach you how to write a grant application's budget that tells the story of your proposal and will help get the grant award.
Collaborative Grant Writing: Playing Well With Other Grant Professionals	During this training we will look at the dynamics of the various forms of collaborative grant writing. We will use case studies to discuss best practices for how to effectively collaborate with other grant professionals in a positive and balanced way.

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Basic Topics

Collaborative Grant Writing: Translate Theory into Practice	This training focuses on how to turn the theoretical discussion into actionable steps for implementation within your organization and collaboratives. The session also provides an overview and recommended approach on tools that are available to help facilitate implementation of best practices.
Crafting Grant Language to Increase Funding Success	This training provides in-depth information and discussion about the importance of word choice in grant proposals in order to increase the clarity of a proposal. This class will help you to be more competitive in the grant seeking process and it will assist you in increasing your success ratio.
Effective Pre-Planning for Grant Applications	This training will help you have a solid understanding of pre-planning strategies and tools. It will help your pre-planning efforts be effective as possible, which can translate into additional grant dollars.

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Basic Topics

Foundation and Grants Fundraising Overview	This training provides basic information about the variety of granting organizations, the process of applying for grant funding, and the most common components of a grant application.This class will help you to be more competitive in the fund seeking process and it will help you increase your success ratio.
Grant Professionals ARE Superheroes	This session will highlight the many hats and specialties we wear/have as a grant professional. While we may tell our clients/employers that we can't do it alone, and we *shouldn't* do it alone, we are each, in fact, our own unique superhero creating impact and change through our work.
Grant Writing: Mastering the Basics and Beyond	This training provides in-depth information about the variety of granting organizations, the process of applying for grant funding, and the most common components of a grant application. This class will help you to be more competitive in the grant seeking process and it will assist you in increasing your success ratio.

Basic Topics

Grant Writing 101: How to Write a Competitive Fundable Grant	This training provides you with the basic knowledge and understanding of crafting the numerous components of a grant application that will be successful in securing funding.
Grant Writing 102: How to Effectively Research Grant Funders to Ensure You Win the Grant!	This training will strengthen your initial grant funder research, relationship building efforts, and ultimately your grant funding success. Learn how to use proven tools and strategies to successfully compile the multitude of information and documents collected during the research process in order to create a prioritized proactive grant seeking strategy.
Grant Writing 103: How to Establish and Maintain Excellent Grant Funder Relationships!	This training will strengthen your grant funder relationship building efforts and ultimately your grant funding success. Learn how to establish and maintain relationships with grant funders in order to sustain and increase your organization's grant revenue.

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Basic Topics

Grants: Tips and Tricks from the Foundation Side	This training shares information about the grant seeking process from the perspective of foundation staff. Tips & Tricks provides "insider" information based on Diane H. Leonard's previous position as a Program Officer for a statewide public foundation. This class will help you to be more competitive in the fund-seeking process with foundations and it will help you to increase your success ratio.
How to Think Like a Reviewer	If you have ever had the opportunity to serve as a reviewer for a grantmaker, you have likely seen how different reviewers react to different elements of the proposal and to different approaches. Serving as a reviewer for a grantmaker is an incredible professional development opportunity. In this interactive session, we put you in the grantmaker's seat to help you think like a reviewer when writing your grant proposal.
Increasing Grant Revenue: Focusing on Improving Funder Relationships	This training provides information and discussion about the importance of an organization's relationships with its grantors in securing, maintaining, and receiving grant funding. This class provides concrete suggestions on how to personally improve your funder relationships as well as make your grant team a more active part of maintaining a positive relationship.

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Basic Topics

Learning From Our Grant Rejections	There are lessons to be learned from each grant rejection even when a grantmaker said "there were just more good proposals than there were dollars available." In this session we cover the key lessons that you should take away from each grant rejection to strengthen your next application.
Proposal Budget Design for Grants	This training provides in-depth information about the intricacies of designing a budget for a successful grant application. This class will help you be more competitive in the grant seeking process and it will assist you in increasing your success ratio.
Strategy & Metrics for a Successful Annual Grant Plan	This session will provide you with a strong understanding of your current baseline of metrics and success. You will learn how to set goals for the year ahead in a way that will help expand your grant seeking strategy and revenue.

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Intermediate Topics

Expressing Next-Level Gratitude to Grantmakers (Beyond Just the Thank You Letter!)	This session will cover how to maintain and enhance relationships with grantmakers, through the expression of professional next-level gratitude, to sustain and increase your organization's grant revenue.
Federal Grants 201: How to Feel Confident as You Click Submit	In this session we will focus on strengthening your basic federal grant application by enhancing your need statement, writing stronger SMART objectives that connect to the FOA/NOFA/RFP, and structuring your application for optimal understanding by your reviewers.
How to Master Grant Strategy, Calendars, and Teams	This session addresses organizational culture in the grant seeking world and how a grant team can help strengthen your organization's culture and grant seeking success. This session will give you the tools to use, and steps to follow, to be the lead grant writer/grant professional of a successful grant team in a grant seeking organization.

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Intermediate Topics

How to Include Evaluation in Grants When the Funder Isn't Paying for It	This session will teach you how to consistently and successfully include evaluation in your smaller grant applications. We will address how to take into account what your organization ALREADY measures, what you WANT to measure, and THEN we address the grantmaker's guidelines.
How to Tell Your SMART Story in Grant Applications	This session will address how to go beyond putting together a grant application. We will teach you how to customize each proposal to include a compelling need statement and related SMART objectives, and how to engage the grantmakers reading your proposals.
How to Use a Logic Model to Increase Your Grant Seeking Success	This session will teach you how to design logic models in a variety of formats to use in your grant application development process. This will increase your competitiveness.

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Advanced Topics

Advanced Storytelling: How to Tell Stories Across All Types of Grants	This session will teach you how to use storytelling in grants beyond a simple quotation from a client. We will walk you step-by-step through multiple examples with different storytelling approaches for you to utilize in your own grant applications.
Forecasting for Federal Grants	This session will teach you how to navigate the forecasting of competitive federal grant applications. This skill is important because the availability of federal grant programs is subject to the administration and its priorities. Even long-standing grant programs are subject not to be funded in the future, for new competitions, or for continuing awards.
How to Use an Agile Framework to Write (and Win!) More Grants	This session will address how to utilize the Agile framework in your organization to significantly improve the grant seeking process. Scrum is a wonderful way for grant writing teams to increase the efficiency of application design and to manage the iterations of applications, as well as the numerous stakeholders involved in successful grant applications.

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"This is the most engaging webinar I have participated in yet! I really enjoyed that the content was presented in a digestible manner. "

"While I have submitted scores of private grant proposals over 10 years in the non-profit field and more local government proposals recently, federal opportunities still give me pause. I have only submitted one myself. This webinar has given me more confidence and tools to use in my next opportunity."

"Diane led a terrific custom webinar, "Grant Budgets that Tell a Story" for our Grant Professional of Lower Hudson members. The information presented was thorough and covered many different grant application budget formats and budget topics. Diane provided useful tips about how to design a budget that will lead to grant success. We especially liked Diane's references to actual organizations and how their budgets were constructed. Diane is a warm and engaging speaker and we would love to have her back again soon!"

"I'm a newbie to federal grants. This webinar provided a thorough step-by-step guide on how to get started, as well as tips for those who may already have some experience. I feel a lot less intimidated by federal grants now!"

"Thank you to you and Diane for yesterday's presentation. While I'm very inexperienced at grant writing, Diane left me with more confidence that I could actually take a stab at it. I've been to these kinds of workshops before and they felt more like the presenter's perspective was a "I'll give you some information, but not enough so that you'll need to call me for future grant writing efforts." Thank you for giving us great tools, too!"

"The presenter does an excellent job of merging those in the starting/beginning phases of forming a grant team with those further along. The most engaging webinar I've ever participated in."

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