

MINING FOR GOLD: ACQUIRE & RETAIN FOUNDATION FUNDING

According to the Foundation Center, more than \$42 billion in grants comes from independent foundations. It's time to look beyond federal agencies! If you aren't tapping into the private sector for your grant money, you are missing out on an incredible amount of available research dollars. Most principal investigators are familiar with the large federal grant agencies (NIH, NSF and DoD), but there are also huge untapped monies awaiting you in the non-profit and private sectors too!

Join Certified Fund Raising Executive (CFRE) John Greenhoe, as he provides an insightful tour of the independent foundation world including the best ways to cultivate and solicit grant money from the private sector. He will discuss proven methods for building relationships with a variety of foundation funding sources.

Greenhoe will show you how to successfully build lasting partnerships. You will learn how to approach independent foundations, how to write letters of inquiry, and how to follow up. Greenhoe will help you develop a process so you tap into the private sector and ultimately establish lasting and fulfilling partnerships.

Key Webinar Take-Aways

- Learn where to look for private sector funding, what to do next
- Proven tactics to make the initial approach
- Strategies to cultivate different types of foundations
- Implementation process to establish the lasting and fulfilling partnerships
- Acquire and Retain More Funding!