Program Overview: There are many career possibilities within the charitable fundraising industry ranging from independent contract, to entry-level and senior level positions, some of which include, Grant Writing Development Director, Director of Planned Giving, and Large Gift Director.

- **IDENTIFY THE FUNDS THAT COUNT**: Participants will learn useful information on identifying and locating local, state and national funding sources. Learn to use the Internet and foundation directories when searching for funding.

- **GRANT WRITING I**: Participants will learn the basic components that make up a successful grant proposal. The course covers grant writing skills, measurable objectives, foundation terminology and program planning budgeting, and evaluation.

- **GRANT WRITING II**: Participants will learn how to work as team when writing grants; developing a detailed, and well documented proposal when submitting to larger foundations.

- **RESEARCH/WRITE STATE AND FEDERAL GRANTS**: Participants will learn techniques in anticipating upcoming grants, to read a federal (request for proposal), to research appropriate government agencies, to understand state and federal grant guidelines and to compose key sections of the grant.