

## **Quinlan Audio Conference Series Presents:**

### **“Taking the Mystery Out of Writing Winning Proposals”**

#### **SUMMARY:**

This live audio conference is designed to take the mystery out of writing proposals, and will prepare you to go after -- and win -- the funding your organization needs.

- Tired of watching your grant applications get rejected?
- Desperate for funding but lack proposal - writing expertise?
- Wonder what you've been doing wrong?

#### **CONFERENCE BENEFITS:**

During this conference, you will learn many useful tools and tips. Clarity in communicating your ideas is very important, but creating a proposal that flows smoothly is not easy. Applications are turned away when they do not exactly meet the funding agency's requirements, or follow the grantor's instructions to the letter. This conference will help you avoid this situation.

Everything you will learn is grounded in proven strategies that have yielded positive results!

#### **CONFERENCE HIGHLIGHTS:**

- Learn the Top Ten Tips and Techniques for writing effective grant proposals.
- Learn how to write a proposal that puts a fresh spin on your idea.
- Understand how to develop user-friendly formats to create reasonable, fundable budgets.
- Learn how to understand the proposal process so your proposal gets priority.
- Understand how to match your proposal with the funding agency's objectives.
- Question and answer period where you will have the opportunity to get answers to your questions. We anticipate that there will be many questions, so we have created a truly interactive method of addressing every question.

#### **SPEAKER:**

Grant writing expert Susan R. Paisner, also known as "The Development Doctor."

Ms. Paisner is a Maryland criminologist and freelance journalist. She received her B.A. in Sociology from Case Western Reserve in Cleveland, Ohio, and her M.A. in Criminology from the University of Maryland in College Park. She has over 19 years experience in writing proposals, performing development research, and teaching classes in writing grants.

In addition to writing dozens of articles, Ms. Paisner wrote "The Development Doctor," a monthly column on proposal writing and development, for nearly 10 years. She has also designed, developed, and written many federal and foundation proposals on such topics as community policing, public/private partnerships, hunger, and after-school programs.

She has been a presenter on grant writing and foundation funding for numerous U.S. Department of Justice conferences, provided proposal writing and development training to community-based organizations, instructed Department of Justice personnel on how to write RFPs, and managed federally funded training and technical assistance grants for several Washington, D.C. - area nonprofits.

**PROGRAM MATERIALS:**

Programs materials will be provided 5 days prior to the conference. These materials will need to be downloaded from our website; we will send you a download link (web address). Please allow sufficient time for download; we suggest 1 or 2 days before the conference.

**Date: September 30 , 2004**

1:15pm	to	2:15pm EST
12:15pm	to	1:15pm CST
11:15am	to	12:15pm MST
10:15am	to	11:15am PST

Cost: \$169.00 per listening site. (Use a speakerphone and invite as many people as you want to listen in – at no extra charge to you!)

Cost for the Conference and CD is \$199.00. Shipping and taxes are included.

**Call 1-800-229-2084 to reserve your space now,** or visit our website <http://www.quinlan.com/> and click on Audio Conferences.