

Barb's Tips

Brought to you by:

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- Look at the information on how the proposals will be scored FIRST! This is great guidance for how to frame your answers--it is what the reviewers are going to grade you on.
- Answer each question in the order in which it is asked and keep your answer very focused. Many agencies make the mistake of "throwing in the kitchen sink" including extra information that really isn't needed. (You need to remember that the reviewers may be reading a dozen proposals and get tired. If they have to look for the right answer, you can lose points. The more you stick to the question and give a clear concise answer, the better.)
- Refrain from cutting and pasting from other proposals that you have done. The reviewers can tell when this happens and it makes it appear that you are not fully committed and interested in THIS proposed project.
- Don't be intimidated if you haven't written many grants. Reviewers are on your side! They know that big agencies hire professional grant writers and smaller agencies try to do it on their own. If you try but don't get funded, call the funder and ask for feedback! Most will gladly offer you some technical assistance so you will be more competitive with future proposals.