**Winning Library Grants**

**Event Description:** This grant webinar will teach you how to quickly locate grant opportunities, find out what funders are looking for in a successful grant proposal, and discover real library grant success techniques from librarians just like you. Practical advice, easy grants for beginners, partnership ideas, and valuable resource lists will be shared.

**Presented by:** Stephanie Gerding, library consultant, trainer, and author on grants, training, and technology topics.

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| **What are your goals for viewing this webinar?** | |
| **Personal Goals** |  |
| **Team Goals** |  |

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| **Discussion Questions** |
| 1. One of the first steps in creating a successful grant proposal is preparation. Focusing on your library’s priorities, describe the need in your community, or the issue your project will address, and identify who the project will serve.  2. Discuss how this project is in alignment with your library's mission, and clarify what the goals of the project are.  3. What makes your library uniquely, or especially, qualified to undertake such a project? In other words, why should a funder choose your project to invest in? |
| **Activity** |
| Write down the specific changes you want to make in your community with this project.  *“It’s all about the people…not the money.”* Describe who will be changed by this project, and how. What will be different or improved?  List objectives and outcomes for the project. |
| **Discussion Questions** |
| What are the activities that will be needed in order to achieve the objectives of the project?  How will you know if your project has been successful? How will you measure that success? |
| **Activity** |
| It is important to take stock of the resources your library has, and will need, when applying for a grant. Be sure to include resources such as project sponsors and other partners in the community who are (or may wish to be) working to achieve similar goals.  Identify the resources your library currently has:  List what is needed beyond the above-mentioned resources:  **Activity** |
| **Activity** |
| The webinar breaks grants out into two categories – government (including federal, state, and local) and private (foundations, corporations and businesses, clubs/other organizations, and professional/trade unions). The section of the webinar entitled “Researching Funders and Grants,” offers numerous suggestions for researching grantmakers. Drawing upon the resources provided, list several prospective funders in each category that you could approach for your project.   1. Government grants 2. … 3. … 4. … 5. Private grants 6. … 7. … 8. … |

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| **Action Plan** (include next steps, who, when, etc.) |
| You have defined your project’s goals and the people it will benefit. You have determined the activities needed to reach your objective. You have done your prospect research. Now it is time to begin the grant writing process. Outline below your next steps – |

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| **Notes** |
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