



**Jan Mitchell Johnson** is the energetic founder and President of Grantsformation, Inc., a highly successful education fundraising consulting firm that works for clients all over the United States.

After serving 10 tours of duty as a middle school teacher and assistant principal, Jan discovered that her *real* super power is Turning Words into Money, which she used to help Houston schools earn **over \$20 million** in funding for education projects and programs in just three years.

Since founding her own company in January 1, 2003, Jan's clients have won another **\$255 million** in state and federal grants and **over \$25 million** in private funding, bringing her career total to **more than \$300 million** so far.

**The mission of Grantsformation is to obliterate the conversation that "nonprofit" = "no money."** Nonprofit is simply a business model that requires surplus revenues be used to achieve organizational goals rather than distributed to shareholders. It in NO WAY means organizations are limited in the amount of money they can raise or allocate to fulfill their mission, deploy their programs, or compensate their talented team.

Jan holds a Professional Certificate in Strategic Foresight, an M. Ed. in Educational Administration, a B. S. in Elementary Education, and two lifetime Texas teacher certifications.

**She speaks the language of education and educators and is grateful for a career that makes a difference.**