

The Grant Proposal Writer Hiring Decision

by Tarra Nystrom, MBA

Do you know who or how to hire for grant proposals that get funded?

Hire a results-driven, experienced grant proposal writer.

- An experienced grant proposal writer is cost-effective, focused, and is adept with proposal saturation and diversification.
- An experienced grant proposal writer meets deadlines every time. A good grant proposal writing consultant prepares the proposal with ample time for your review and revisions well- ahead of the submission deadline.
- An experienced grant proposal writer has practical understanding of multiple funding opportunities and formats, as well as online grant management systems.
- An experienced grant proposal writer knows what is required for a complete and comprehensive submission, even if the organization in not grant-ready.
- An experienced grant proposal writer conducts research and prioritizes funding opportunities based on that research AND your organization's development strategy.
- An experienced grant proposal writer interviews you and/or key organization leaders and staff to become familiar with the mission, program/project, history, and needs of your nonprofit rather than sends you an extensive questionnaire to complete.
- An experienced grant proposal writer is willing and available to follow-through to the reporting stage of the funding partnership.

When making grant proposal writer hiring decisions, you should:

- Consider a freelance grant proposal writer or independent contractor than adding an employee to your payroll
- Ask open-ended questions
- Conduct interview for hiring by phone, video conference, or in-person (because email
 exchanges do not provide tone or context of responses to your questions and allows
 an imposter to find the best responses from someone else's experience disclosed on
 the internet)
- Not pay based on a commission from the amount of an awarded grant because it is illegal and unethical
- Verify online, inquire about testimonials, ask for proposal samples completed by the grant proposal writer (even if the grantee's information is redacted)
- Never partner with a volunteer grant proposal writer because well-intended is not the same as well-experienced
- Ensure the grant proposal writer has familiarity with content for the programs/projects and activities in which your organization is engaged

For more information about grant proposal writing, please contact Tarra Nystrom at <u>SMARTMoneyGrantWriting@gmail.com</u> or visit my <u>Grant proposal writing Services information</u>.