



Money Grant Writing

The Answer Was a Resounding, “Yes!”

by Tarra Nystrom, MBA

No? All of the odds pointed to a declined grant proposal. The first one I wrote was to support a brand new nonprofit organization. In fact, the grant proposal was written while we were waiting for the Letter of Determination from the IRS. The planned services were not new concepts but had a twist on the traditional. The ask was \$5,000. The grant maker’s area of focus was (social services) programming, not seed or startup funding. The grantmaker and nonprofit had no previously established relationship. The answer from the grantmaker was a resounding, A “Yes” of \$10,000.

How did I have such success? I have a business background, and I am fortunate to feel comfortable writing. I was very familiar with the topic and initiative. And although I am not a ‘numbers person,’ I understood the importance of using well-researched data with the needs statement along with realistic, attainable anticipated outcomes and impacts. With some small business experience, I was new to nonprofit operations and fundraising, but I had done my homework. I made sure the organization was grant-ready before I clicked submit.

Being grant-ready is much more than being ready for or needing (grant) money. Reaching the point to click submit with confidence involves writing tedious documents, collecting seemingly mundane information, planning, partnering, budgeting, and organizing before ever exhaustively looking for grant funding opportunities that fit.

Grant proposal writing is about passion. Passion for helping one’s own organization, or another, make a program or project a reality that genuinely proffers change in the community, and with all stakeholders. Passion is a little courage, a little crazy, and much diligence. I guess that means that grant proposal writing takes a little courage, a little craziness, and a lot of perseverance. A grant proposal writer does not have to be personally passionate about every mission or program for which an application is prepared. However, they do need to be excited about helping make that mission or program successful.

I’ve been excited to help secure more than \$8 million in grants for a variety of nonprofit organizations over that last more than 12 years. From \$250 to \$350,000 awards, every penny counts. Every meticulously worded sentence counts. Every painstakingly edited budget counts. Every verified and re-verified fact or statistic counts. Every detailed post-award report counts.

Small- and mid-sized or new nonprofit organizations might find hiring a part-time or full-time Grant proposal writer cost-prohibitive, or are simply not ready for that step in their growth process. Getting grant-ready and applying for grant funding (two separate things) can be easily accomplished without busting the budget. I am a professional Grant proposal writer, and I offer practical and cost-effective alternatives to hiring, including grant proposal writing, training, and coaching. I’m excited to get started with your organization today.

For more information about grant proposal writing, please contact Tarra Nystrom at SMARTMoneyGrantWriting@gmail.com or visit my [Grant proposal writing Services information](#).