



FES IMPACT, LLC
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How to choose a Grant Writer Consultant (GWC)?

- 1.** Ask the GWC, if they have written grants for organizations similar to yours. Prior knowledge of writing grants is necessary to showcase that GWC knows how to write a grant.
- 2.** Is the GWC, a Member of the Grant Professionals Association (GPA)? Being a member of the GPA, means that the GWC is held to the highest ethical standards in the industry.
- 3.** Does the GWC, have prior knowledge of how your organization's industry works? Does the GWC, work in the same field as the organization? Having knowledge of how the organization's industry works will save time for the organization. Why spend 1 hour to explain how the equipment works to the GWC?
- 4.** How much funding has the GWC secured in the organization's industry in the past? Knowing this will enable the organization to judge the return on investment. Return on investment is better than the success rate to help predict future results.
- 5.** Does the GWC, charge a retainer fee? Why pay \$1,000 to \$2,000 for a retainer fee and get nothing in return.
- 6.** Does the GWC, charge a commission fee for grants? This can lead to additional costs for the organization. For example, If the commission fee is written in a contract, \$100,000 award and the GWC gets 10% if awarded, on top of what has already been paid for it. This organization will have shell out an additional \$10,000 If awarded.
- 7.** Does the GWC, charge a contingency fee? Having the contingent fee means if the grant does not get awarded, the GWC does not get paid. This is unethical. There are many things that are beyond the control of the GWC.
- 8.** Does the organization get to see the GWC, face to face, who will write the grant? The organization will get to see if the GWC has the passion, and attitude to help the organization.
- 9.** What other services does the GWC perform, or do they only do grants and thats it? For many GWC's, they only do grants. Other GWC's may help the organization grow and develop in many vital aspects of the organization.
- 10.** What is the budget of Organization and how much is the Organization willing to pay? Not all GWC charge the same amount for their services. Depending on the project it may cost a few hundred dollars to thousands of dollars.



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- 11.** Ask the GWC, for a sample of a winning grant proposal. This will show the GWC writing style in accordance with the Grant requirements.
- 12.** Ask the GWC what type of training and education are they taking to stay current on industry trends, and continuing improving their knowledge, skills and abilities.
- 13.** What type of training, education, and experience qualifies them to become a GWC?
- 14.** If your still unsure, ask for references. Hiring a GWC is a big investment for your organization.

When hiring a Grant Writer Consultant the Organization must be comfortable that it made the right decision.