

Dave Farley's

**WHAT YOU CAN
(& CAN'T) CONTROL
WHEN APPLYING FOR
FEDERAL GRANTS**

**Online Training
October 8, 2019**

(Slides at thegrantdoctors.com)

Things you **CAN'T** control

- **Amount of funds appropriated by Congress**
- **Number of awards being made**
- **Your competition**
- **Geographic distribution**
- **Agency priorities**
- **The deadline – the calendar waits for no one!**
- **Politics**
- **Politics 2.0**
- **The reviewers**

Things you **CAN** control

- **Checking the Federal Register & Grants.gov every day**
- **Starting early**
- **Deciding too late to get started**
- **Establishing “go to” external partners**
- **Knowing when to pass on a grant opportunity**
- **Knowing when to go “all in”**
- **Establishing relationships with your congressional delegation**

Things you CAN control (cont.)

- **Knowing when to go against the grain**
- **Data**
- **Application workflow**
- **Use the proposal's evaluation matrix**
- **Project evaluator**
- **Scalability**
- **Sustainability**

Things you CAN control (cont.)

- **Registrations**
- **Formatting**
- **Proofreading**
- **Jargon/industry lingo**
- **Systems, policies and procedures**
- **Readiness**

“Please clap.”

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