

THE UNIVERSITY OF TEXAS AT AUSTIN
DIVISION OF DIVERSITY AND COMMUNITY ENGAGEMENT



RFL

| Regional Foundation Library

“Words Into Dollar\$!”

Find Your Best Funders and Write Successful Proposals

Wednesday, May 17 & Thursday, May 18, 2017, 9:00 am – 4:00 pm

Community Engagement Center (Texas Music Museum) ([map](#))
1st Floor Conference Room, 1009 East 11th Street, Austin, TX 78702

“Toni, Karen, and Ellen are knowledgeable and passionate about their topic. They went the extra mile to look up prospective grants for us.”

“This was a well planned, precise presentation! I learned so much and came away with even more passion to generate proposals and build our organization! Thank you!!!”

“You guys are a powerhouse, as entertaining as informative and educational.”

DAY ONE 9:00 AM – 12:00 Noon

“Grantsmanship 101: Developing Strategies for Successful Proposals.” In this highly competitive world, it takes more than good writing skills to achieve fundraising success. This workshop will introduce you to the funding landscape and the trends that define philanthropy in America today. You will learn best practices for communicating with donors and how to create a fundraising “Tool Kit,” including how to refine your message, develop strategies for approaching funders, and craft a comprehensive plan for successful grant writing.

DAY ONE: 1:00 PM – 4:00 PM

“Quest for the Best: How To Find Your Best Potential Funders and Write to Them.” This session will focus on the basics of drafting a cover letter and targeting prospective funders. We invite attendees to come with a proposal or a project to be funded. Participants will be introduced to the vast and comprehensive resources of The University of Texas at Austin’s Regional Foundation Library, a repository of the national Foundation Center. The librarian and presenters will work with you on accessing the Foundation Directory Online, identifying potential funders, and conducting research on strategies for approaching them.

DAY TWO: 9:00 AM – 4:00 PM

“The Write Stuff: Preparing Your Grant Proposal.” This intensive full-day seminar will focus on strategies for approaching your donor prospects and drafting a powerful and persuasive cover letter for your project with the support and guidance of the presenters. You will also begin to develop an outline for an executive summary and a basic narrative. You will leave our two-day workshop with a cover letter draft, the basics for an executive summary and proposal narrative, tools for developing a formal proposal, and a list of potential funders to approach.

Added Benefits:

- You will be provided with a **24-hour Guest Pass to the Foundation Directory Online**, allowing your organization to continue your research for potential funding.
- You will have the opportunity for **30 days of Complimentary Consultation** with NPSC.



PRESENTERS

Nonprofit Solutions Consultants, LLC



Toni S. Turner has more than 30 years of experience in fundraising, nonprofit management, and communications. She currently serves as Lead Interpreter for the new *La Belle* shipwreck exhibit at the Texas State History Museum. She has held senior management positions at the Texas Historical Commission, the University of Texas at Austin, Greater Austin Chamber of Commerce, Southwest Educational Development Laboratory, Texas Engineering Foundation, and Southern Methodist University. She is an award-winning author whose work has appeared in a wide range of publications.



Karen H. Knox, CMP, is Executive Director of TEXSAR: Texas Search and Rescue. She has served in nonprofit management for more than more than 25 years in senior development positions for A Legacy of Giving; Texas Historical Commission; Special Olympics Texas; the Texas Chemical Council and its affiliate, the Association of Chemical Industry of Texas; the Diocese of Corpus Christi; and the Muscular Dystrophy Association. She is a Certified Meeting Professional and has spearheaded events from galas to conferences to board meetings.



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Regional Foundation Library



Ellen Moutos Lee is the Director of the Regional Foundation Library (a Funding Information Network of the Foundation Center) in the Division of Diversity and Community Engagement at the University of Texas at Austin. Ellen assists individuals from the nonprofit community with identifying grants and other funding opportunities. Prior to joining the library, she worked for the Texas Department of Assistive and Rehabilitative Services and the Texas Health and Human Services Commission. Ellen has also worked in development for an Austin area nonprofit and has served as a member of the City of Austin Grant Review Committee.

WORKSHOP REGISTRATION

\$300 registration fee includes both days. Space is limited. Free onsite parking.
To register, follow the link below:

[**REGISTER HERE**](#)

FOR MORE INFORMATION:

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