

# 10 Top Tips for Grant Fundraisers

1. Be needs led not funding led
2. Sell funders the benefits to your clients, not the project itself
3. Go for quality not quantity - a few good bids beat lots of poor ones
4. Seek to build relationships with funders - they are people too
5. Think long term not “quick hit”. The first grant may be one of many...
6. Speculate to accumulate. Invest in training, research & materials
7. Establish proper record keeping – and stick to it. It will repay you well
8. Remember, you are more likely to get repeat funding from a donor who has already given than a first gift from a cold source
9. “People give to people”. Who in your organisation is well liked and can sell your cause effectively to funders?
10. Think outside the box. Don't just do what you have always done or stick to the same old methods. Things change fast – so try to keep ahead of the game and test new approaches