



## How to Develop Winning Grant Proposals

Sponsored by The Wisconsin Office of Rural Health

**Presented by The Grantsmanship Center**

The Grantsmanship Center is excited to partner with the Wisconsin Office of Rural Health to present this comprehensive, webinar-based training to eight rural, critical access hospitals.

### Who's Participating?

The Office of Rural Health has selected eight hospitals for this training, and each hospital has identified a two-person team to participate.

### Webinar Schedule

Training participants have agreed to attend seven live webinar sessions. During this training program, each team will develop a full grant proposal, and after the training will submit that proposal to a funder for consideration. If an emergency or illness prevents attending the live webinar, participants have agreed to view the recording of a missed session within the same week it was offered in order to stay on track with class instruction and homework assignments.

### Logging into Webinars

The day before each webinar, The Grantsmanship Center will provide you with a link for logging into the event. The webinars will be hosted by a professional hosting service that can assist you in resolving technical problems you may encounter in connecting to the events.

### Post-Webinar

Immediately following each webinar, The Grantsmanship Center will send you an email that provides:

- ✓ A link for accessing the recording of the webinar (the recordings will be available for six months after the end of this training program.)
- ✓ Any additional materials related to the webinar
- ✓ Any additional materials related to homework to be completed prior to the next webinar

### Access to The Grantsmanship Center's Funder Research Database

As part of this webinar-based training program, you will be provided with one year of access to The Center's funder database, [GrantDomain](#).

## Meet Your Trainers

### Barbara Floersch, Chief of Training & Curriculum, The Grantsmanship Center

Barbara has more than 35 years of experience in nonprofit management, grant proposal writing, grants administration, and nonprofit consulting. She has secured tens of millions of dollars in federal, state, and foundation grants; taught hundreds of seminars and classes at conferences, at colleges, and for nonprofit organizations; testified before the United States Congress; published numerous articles on grant proposal writing and other topics; served as an expert reviewer in many federal grant competitions, and served as a trainer for The Grantsmanship Center since 2000. Barbara is author of the textbook, *Grantsmanship: Program Planning & Proposal Writing* and a regular contributor to the national publication, *The NonProfit Times*.



### A.J. King, Senior Trainer, The Grantsmanship Center

AJ holds a master's in public health and brings more than 25 years of experience in public health combined with 23 years of successful grants experience. He has written successful grant proposals to numerous federal agencies, the California Department of Public Health, the Los Angeles County Department of Public Health, and numerous private foundations. He is a much-in-demand proposal writing consultant working with universities, coalitions, and varied nonprofit organizations. AJ has facilitated collaborative processes for the Centers for Disease Control and Prevention and managed a federally-funded HIV-prevention capacity-building program for health departments and community-based organizations. He has facilitated the implementation of biomedical interventions in HIV-prevention practice and has developed and delivered training curricula for a variety of audiences ranging from public health officials to community level providers.

