

## Four Pillars of Grantseeking

Foundation and corporate grants are awarded to groups that are qualified to carry out their proposed project, have targeted the right funders, have cultivated personal relationships with funders, and have a great program concept to propose. Also keep in mind:

- Contact the funder to discuss your project ahead of submitting a proposal. This will put a face to your proposal, and help you obtain more information about their grantmaking process.
- Review the list of grants the funder has made previously to see if they are supporting similar projects. Tax returns are available either on funder’s website, or in their tax returns via Foundationcenter.org or Guidestar.org.
- Review funder grant guidelines carefully before applying.
- Grantseeking is a holistic process that goes beyond a strong grant proposal, as illustrated by the “four pillars of grantseeking” described below.

