



# A Toolkit for Crafting Winning Grants

TRAINING

The art of grant writing: secure funding, expand your reach, and achieve your mission



Facilitated by  
**JAKE LIBERMAN**  
Founder  
Grant Savvy

Online → 25 & 27 June 2024



PUBLIC  
SECTOR  
NETWORK



## Overview

In today's climate of tightened budgets and heightened competition for funds, local government, state, and non-profit organisations must stand out in their grant applications.

Uncover the key factors behind successful grant proposals, including setting a strategic vision, creating a compelling business case, and mastering practical grant writing tips.

Learn how to articulate your organisation's needs, eligibility, and capacity to utilise funds effectively to advance valuable causes such as outdoor spaces, animal shelters, footpaths, and autism services.

Throughout the workshop, participants will gain practical insights and step-by-step guidance on structuring compelling proposals, addressing assessment criteria, and presenting clear project plans and budgets. Whether you're new to grant writing or seeking to refine your skills, this workshop offers invaluable expertise and the opportunity to engage directly with experienced facilitators. Don't miss this chance to uplift your grant writing capabilities and optimise your funding opportunities.

## Who Should Attend

This workshop is the ideal, practical guide to grant writing for any community entity seeking to attain funding by applying for grants or tenders; including but not limited to:

Managers, Project Managers, Lead, Advisor, Officer, Co-ordinator:

- Grant Writer/Grant Application
- Funding and Bid
- Research
- Environmental and Sustainability
- Partnerships and Sponsorship
- Program Development, Special Projects
- Events, Culture and Arts, Historical, Heritage
- Economic Development/ Regional Development

**From:** Local Government, State Government, Not-for-Profit organisations, Research and Development and Economic Development Authorities amongst others.

## Why Attend

- Benchmark and network with peers from all over the public sector
- Learn how to use an in-demand skill
- Understand the questions you need to be asking
- Dial-in from anywhere!
- Gain the opportunity to be a part of a community of practice

## Learning Objectives

- Create a business case and create a compelling, winning grant application
- Finding and researching suitable grant opportunities
- Organising Relevant Documentation: learn how to organise these documents efficiently, ensuring that your application is comprehensive and compelling
- Navigating processes, jargon, the complex grants landscape and the lifecycle
- Learn how to tailor your proposal to specific grant requirements

## Meet Your **Facilitator**



**JAKE LIBERMAN**  
Founder  
Grant Savvy

Jake Liberman is a grant expert who helps organisations group by helping them secure grant funding. He is particularly savvy in creating compelling business cases and navigating the complexities of the grant landscape. Since 2022, Jake has enabled organisations secure over \$10 million in grants.

Jake takes pride in his remarkable 70% win rate in grant applications.

## **Preparation**

**This workshop is highly interactive with group activities and discussions throughout. Come prepared with some current challenges you are facing in your organisation.**

To participate you'll need:

- A computer with camera and microphone
- Strong internet connection
- Quiet, well-lit space
- Current challenges you are facing

## **Register Early & Save**

Extra Early Bird	Early Bird	Standard Price
Register by 12 <sup>th</sup> Apr	Register by 10 <sup>th</sup> May	Register by 24 <sup>th</sup> Jun
\$795 + GST	\$995 + GST	\$1,195 + GST
Save \$400	Save \$200	-

**CLICK HERE TO REGISTER** 

\*Group Discounts Available - Contact Registration at [registrations@publicsectornetwork.com](mailto:registrations@publicsectornetwork.com) or Call on **(02) 9057 9070**

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**10:00am** **Opening Remarks**

- Welcome
- Introductions
- Overview and Setting Expectations

**MODULE ONE: Grant Research**

- 10:30am**
- Finding grant opportunities
  - Planning your research
  - Researching individual grants
  - Getting started: a checklist
  - Questions to ask yourself when researching grants
  - Identifying suitable grant opportunities

**MODULE TWO: Eligibility & Competitiveness**

- 11:30am**
- How to gauge if your organisation is eligible
  - Understanding if your organisation aligns with grant guidelines
  - Discerning if your program meets and aligns with guidelines
  - Can you create a business case
  - Building a narrative

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**12:30pm** **Break**

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**MODULE THREE: Writing a Compelling Application**

- 1:00pm**
- Setting up a collaborative workspace
  - Project management
  - Using the guidelines to create a structure
  - Incorporate the guidelines into the writing
  - Tailoring your proposal

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**2:15pm** **Q&A and Closing Remarks**

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**2:30pm** **End of Day 1**

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# Explore the Agenda

DAY 2 | Thursday, 27 June 2024, 10:00am - 02:30pm AEST

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**10:00am** Welcome and Recap

## MODULE 4: Attachments

- 10:30am**
- Letters of Support
  - Business Plan
  - Project Plan
  - Communication Plan
  - Samples of Work

## MODULE 5: Tips & Tricks

- 11:30am**
- • Unpacking the jargon
  - • Structuring your proposal
  - • The importance of proof reading

**12:30pm** Break

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## MODULE 6: BONUS SESSION: Technology and Emerging Trends

- 1:00pm**
- • Exploring AI and other technology
  - • Identifying and discerning when it's suitable and when it isn't

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**2:00pm** Closing Remarks and Q&A

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**2:30pm** End of Day 1

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## Get In Contact

CONNECTING GOVERNMENT  
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