



# IUPUI THE FUND RAISING SCHOOL

## LILLY FAMILY SCHOOL OF PHILANTHROPY

### Fundraising from Foundations and Grant Management

IN-PERSON TWO-DAY COURSE AGENDA

#### Course Objectives

You'll learn how to manage the complete grant lifecycle, including:

- Prepare for successful proposal creation
- Create successful project proposals
- Match funders with projects/proposals
- Track and manage grant process and multiple proposals
- Report results internally, externally, to funder
- Track and manage multiple funders, timelines, and proposals

#### Day 1

8:00-8:30	Registration
8:30	Opening Course Introduction and Objectives TFRS Overview Understanding the Funding Environment Today Foundations as a Market
10:00	BREAK
10:15	Organizational Readiness Institutional Team Readiness Case for Foundation Support
11:45	LUNCH
1:15	Developing the package Defining the plan Planning the work – Logic Model Budgeting Timeline and Communication Evaluation - preparing for success

2:45 BREAK  
3:00 Creating the Story  
Building the Proposal  
Preparing the Proposal  
Tips, Suggestion, Recommendations  
4:30 Wrap up and Review  
5:00 Adjourn

## **Day 2**

8:30am Review and Reflect  
Matching Funders  
Foundation Values Exchange  
Foundation Research  
10:00 BREAK  
10:15 Finding Funders  
Communicating with Funders  
LOIs  
Meet the Funder  
Proposal Submission  
Mistakes to Avoid  
11:45 LUNCH  
1:15 Proposal Review Process  
You are the Funder  
2:45 BREAK  
3:00 Grant Award and Management  
Grant Tracking  
Grant Management  
Financial Management  
Grant Reporting  
Grant Program Management  
4:30 Final Reflections, Graduation  
5:00 ADJOURN