

# IN IT TO WIN IT

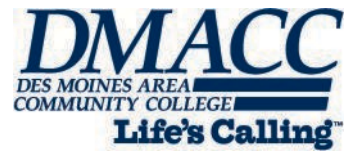


**GRANT WRITING, MANAGEMENT,  
AND EVERYTHING IN BETWEEN**

THURSDAY, APRIL 4, 2019

DMACC, Building 5

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Graduate & Professional Programs



## NATIONALLY-CELEBRATED GRANT TRAINERS



**Johna Rodgers, GPC, Bowling Green, KY**

With 30 years of experience, Ms. Rodgers has brought more than \$160 million in grants for employers and clients. An experienced national trainer and facilitator, her workshops are inspiring and educational.



**Amanda Day, GPC, Atlanta, GA**

A trainer for Grant Writing USA, Ms. Day is also co-host of a podcast called Fundraising HayDay. With over 20 years of experience, her exuberant personality makes it fun to learn about grant seeking and management.

## AGENDA

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**WiFi:** DMACC Public (no password required)

Link to access [conference handouts](https://cigpa.wildapricot.org/admin/website/?pageId=18355) (https://cigpa.wildapricot.org/admin/website/?pageId=18355)

<b>7:45 AM-8:15 AM</b> <b>Lobby &amp; Room 1</b>	<b>Check in &amp; networking time</b>  Enjoy coffee and tea while networking with other attendees. Breakfast will <u>not</u> be served. There are restaurants on-site if you would like to come early and purchase food.
<b>8:20 AM</b> <b>Room 1</b>	<b>Introductions and welcome</b> Ramona Gaukel, GPC United Way of Central Iowa President, GPA Central Iowa Chapter  <b>Deb Koua</b> DMACC Membership Management Committee Chair, GPA Central Iowa Chapter
<b>8:30 AM</b> <b>Room 1</b>	<b>IGNITE the Grant Profession</b>  Using the Ignite presentation style, each topic is presented in five minutes, with 20 slides that automatically advance every 15 seconds. This fast-paced format allows for nuggets of information on varying topics. Today's Ignite presentation will cover: <ul style="list-style-type: none"><li>○ Surviving the First Year of Consulting</li><li>○ Grant Writing Tips from Stephen King's <u>On Writing</u></li><li>○ Apps for Hapless Grant Pros</li><li>○ Surviving an OIG Audit</li><li>○ Logical Logic Models</li><li>○ The Power of Power of Relationships in the Grant Field</li></ul>
<b>9:05 AM</b> <b>Room 1</b>	<b>Prize Drawing and Break</b>  Listen for your name in our raffle prize drawing.  <b>You may choose one breakout session per time slot.</b> As you move to your next session, please take your belongings with you.

9:15 AM	<b>JOHNA RODGERS</b> <b>Room 1</b>	<b>AMANDA DAY</b> <b>Room 2</b>
	<p><b>Nobody Knows the Troubles We've Seen</b></p> <p>No one understands what we do. Or why we need data. Or why we ask questions. And they don't want to know or understand. They—our bosses and colleagues—just want us to “write the grant” and get the money. “Nobody Knows” provides tools and practical, real-world strategies to artfully help grant pros get the information we need to write fundable competitive proposals <b>and</b> gently educate those around us about what we do every day to save the world.</p>	<p><b>Grant Writing 101: Telling Your Story</b></p> <p>There is an art to telling your organization's story in a grant proposal. Learn about the main sections of a grant: needs statement, goals and objectives, methodology, budget, introduction, and evaluation. The details found in each section weave a narrative that paints the total picture for your funder. Whether you have a grant application with space for 30 pages or 1,000 characters, you need to write succinctly, clearly, and with appropriate grammar and spelling.</p>

<b>10:30-10:45 AM</b>	<p><b>Break and move to next session</b></p> <p>You may choose one breakout session per time slot. As you move to your next session, please take your belongings with you.</p>
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	<b>JOHNA RODGERS</b> <b>Room 1</b>	<b>AMANDA DAY</b> <b>Room 2</b>
<b>10:45 AM – noon</b>	<p><b>Unstuck – How to write a grant when you're stuck</b></p> <p>The clock is ticking. Loudly. And you can't seem to write a decent sentence. You're starting to panic. We've all been there. At one time or another, every grant professional is “stuck.” In fact, some of us know of no other way of being—those moments when we struggle through the ideas and conversations and research to finally put our hands on the keyboard. In this session, we'll use a bit of humor and a lot of</p>	<p><b>Grants Management (Not) For Dummies:</b></p> <p>You got the grant. CONGRATULATIONS! Are you prepared to keep track of it all? Learn about the joys of implementing your project, reporting your progress, spending the money, and keeping track of all the rules and regulations. This introduction to grant management workshop is a great course for those who are new to the profession and want to know what they are getting themselves into</p>

	empathy to examine the causes of stuck-ness and provide a wide range of strategies to get us all unstuck. Participants will complete a self-assessment of writing prep styles and consider alternatives to their current practices.	after writing a successful grant proposal. Come with questions and “you see what happened was” scenarios so we can all learn together.
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<p><b>Noon – 1:00 PM</b>  <b>Open seating</b></p> <p>You are free to sit in the meeting rooms, outside, or in the lobby</p>	<p><b>Lunch and networking time</b></p> <p>Use this time to meet some new people, check in with the office, and stretch your legs.</p> <p>Lunch will be catered by Panera. You chose your lunch at the time of registration for the conference. Please be sure to pick up the type of lunch that you registered for. Look at the letter on your nametag to remind you what you ordered.</p> <p style="margin-left: 40px;"> <b>A:</b> Turkey Sandwich  <b>B:</b> Mediterranean Veggie Sandwich  <b>C:</b> Ham &amp; Swiss Sandwich  <b>D:</b> Seasonal Greens Salad  <b>E:</b> Fuji Apple Salad with Chicken </p> <p>If you want anything else to eat or drink, there are restaurants located in the lobby.</p> <p>If you are interested in earning your Grants Professionals Certification. credentials, look for Ramona Gaukel, GPC, Amy Knudsen, GPC or Mary Kunkle, GPC to visit about their experiences preparing for the GPC.</p>
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	<b>JOHNA RODGERS</b> <b>Room 1</b>	<b>AMANDA DAY</b> <b>Room 2</b>
<b>1:00 – 2:15 PM</b>	<p><b>Finding funding that fits</b></p> <p>It’s not a myth. Finding the right grant opportunity is often more difficult than actually writing and submitting the proposal. In fact, it’s one of the most time-consuming and frustrating parts of the process. In our session, we’ll discuss where to look and what to</p>	<p><b>Grant It Old School</b></p> <p>There are grant tech tools to make so many aspects of your job easier, but what about those free old-school, tried and true methods? How do you keep track of it all when you don’t have a budget to buy all the bells and whistles? Come prepared for a laid back,</p>

	do when you are faced with an overwhelming amount of (often unhelpful) information. With just a few strategies, your grant hunting—or funder fishing—will have you reeling in the possibilities.	interactive discussion on methods that keep you organized and sane in this crazy profession of ours. Be prepared to share how you use post-its, whiteboards, and handwritten notes, and other supplies to manage it all.
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<b>2:15-2:30 PM</b>	<b>Break and Prize Drawing</b> <b>Room 1</b>  Listen for your name in our raffle.  <b>You may choose one breakout session per time slot.</b> As you move to your next session, please take your belongings with you.	
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<b>2:30-4:00 PM</b>	<b>Funders panel</b> <b>Room 1</b>  <u>Moderator:</u> Alejandro Orozco, Bankers Trust  <u>Panelists:</u> Emily Bahnsen, Kum & Go Sean Pelletier, EMC Gina Rooney, Wellmark Foundation Sunni Swarbrick, Story County Community Foundation  Panelists will be answering questions from our moderator. We will also take questions from the audience. You may write your question on one of the sheets of paper on your table. We will pick the questions up periodically. We will also offer opportunity for questions during the Q/A segments.	
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<b>4:00 PM</b>	Conference concludes	
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