

GRANT CONSULTING ESSENTIALS

MODULE 1
GRANT CONSULTING

Blueprints for Grant Professionals

PRESENTED BY SmartEGrants

GRANT CONSULTING ESSENTIALS

ADVANCING GRANT PROFESSIONALS

PRESENTED BY SmartEGrants

WELCOME

GRANT CONSULTANT ESSENTIALS

GRANT CONSULTANT

WHAT YOU WILL DISCOVER

- » What is a Grant Consultant?
- » What a Grant Professional Should Know and Do Before Consulting
- » What is a Consultant Mindset and Why You Need It

What is a Grant Consultant?

MODULE 1

GRANTWRITER

 <small>What my friends think I do</small>	 <small>What my mom thinks I do</small>	 <small>What program staff think I do</small>
 <small>What my boss thinks I do</small>	 <small>What I think I do</small>	 <small>What I really do</small>



Definition of a Grant Consultant

WHAT IS YOUR DEFINITION OF A GRANT CONSULTANT?







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MISSION

17

STRATEGIC

14

BUSINESS

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MODULE 1

WHAT DOES A CONSULTANT OFFER?

Grant Consultants

- ✓ EXPERTISE
- ✓ RESOURCES
- ✓ STRATEGIC
- ✓ EFFECTIVE
- ✓ QUALITY
- ✓ EFFICIENCY
- ✓ RESULTS




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WHAT THE CLIENT NEEDS
BUT MAY NOT KNOW THEY NEED



EXPERTISE

- Knowledge
- Experience
- Repetition of Practice
- Specialized Skills
- Best Practices
- Regulations



RESOURCES

- Associations
- Databases
- Trainers & Speakers
- Professional Development
- Partners
- Networks



STRATEGY

- Perspective
- Objectivity
- Motivation
- Focus
- Planning
- Process

EFFECTIVE

- Perspective
- Objectivity
- Motivation
- Focus
- Planning
- Process

GRANT CONSULTANT


- EXPERTISE**
 - Knowledge
 - Experience
 - Repetition of Practice
 - Specialized Skills
 - Best Practices
 - Regulations
- RESOURCES**
 - Associations
 - Databases
 - Trainers & Speakers
 - Professional Development
 - Partners
 - Networks
- STRATEGIC**
 - Perspective
 - Objectivity
 - Motivation
 - Focus
 - Planning
 - Process
- EFFECTIVE**
 - Proven Results
 - Cost Effective
 - Capacity
 - On-Demand
- Icon: People**
- Icon: Target**
- Icon: Bar Chart**

WHAT THE CLIENT KNOWS THEY NEED BUT MAY NOT ARTICULATE



QUALITY

Dedicated
Control
Ethics



EFFICIENCY

Responsiveness
Self-Directed
Focused
Systems
ROI



RESULTS

Competitive
Targeted
Implementation
Evaluation
Sustainable

GRANT CLIENT

 QUALITY Dedicated Control Ethics	EFFICIENCY Responsiveness Self-Directed Focused Systems ROI	 RESULTS Competitive Targeted Implementation Evaluation Sustainable
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CONSULTANT VS EMPLOYEE

MODULE 1

WHY A POTENTIAL CLIENT HIRES A CONSULTANT VERSES GROWING EXISTING STAFF

PROS Existing Staff	PROS Add Support
<ul style="list-style-type: none">• Interest• Growth• Shift in priorities• Time	<ul style="list-style-type: none">• Increase in demand• Immediate need for expertise• New skills

CONS Existing Staff	CONS Add Support
<ul style="list-style-type: none">• Time• Multiple Priorities• Experience	<ul style="list-style-type: none">• Availability• Budget• Time (Bring on Board)

WHY A POTENTIAL CLIENT HIRES A CONSULTANT VERSES HIRING A NEW EMPLOYEE

PROS Hire a Consultant	PROS Hire an Employee
<ul style="list-style-type: none">• Only pay when you need them• Reduced Liability• Flexibility in Hiring and Firing• Specialized Skills and Experience• Responsible for Credentials• Responsible for Professional Development• Resources, including tools, systems, and databases	<ul style="list-style-type: none">• Full-time focus• Train the employee to do the job the way you want it done• Control the hours of work, tools, and equipment used for work• Work only for you

CONS Hire a Consultant	CONS Hire an Employee
<ul style="list-style-type: none">• Access to organization systems• Control over systems and resources used• Challenge of team integration• Availability• Short-term commitment	<ul style="list-style-type: none">• Risk hiring a generalist• Risk hiring a specialist with expertise you don't often need• May need more supervision• Responsible for professional development• Provide technology and resources• Salary and benefits• Liability

GCE Course Framework

MODULE 1 GRANT CONSULTANT	MODULE 2 GETTING STARTED	MODULE 3 CONSULTING SERVICES	MODULE 4 MARKETING 101
MODULE 5 CONTRACTS & PAYMENTS	MODULE 6 CLIENT MANAGEMENT	RESOURCES	LIVE O & A COMMUNITY

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Make it Real!
Do The Work

Review and fill out the What is a Grant Consultant Workbook and note which areas you want to focus extra attention on.
