



# BLUEPRINTS FOR GRANT CONSULTANT ESSENTIALS

## MODULE 1 LESSON 1



### **MODULE 01: GRANT CONSULTANT**

#### **Lesson: What is a Grant Consultant?**

In this lesson, we will cover what a grant professional should know before taking the leap into grant consulting. You will discover the how and why it is important to have a 'consultant mindset'.

Objective: Learn what a grant consultant does

### **WHAT IS YOUR DEFINITION OF A GRANT CONSULTANT?**



### CONSULTANT MINDSET

#### EXPERT

**What expertise do/can you offer clients?**

**What expertise can you develop to grow your services?**



### CONSULTANT MINDSET

#### MISSION

**What is your professional mission?**

**How does grant consulting serve your mission?**



### CONSULTANT MINDSET

#### STRATEGIC

**When are you most confident in facilitating strategic planning with clients?**

**When are you least confident facilitating strategic planning with clients?**

### CONSULTANT MINDSET

#### BUSINESS

**What are your strengths in business planning and management?**

**What are your weaknesses in business planning and management?**

# WHAT IS A GRANT CONSULTANT



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**EXPERTISE** – What expertise do your clients need and or want when they hire you?

**RESOURCES** – What resources do your clients need and or want when they hire you?

**STRATEGIC** – What strategic planning or facilitation do your clients need and or want when they hire you?

## BLUEPRINTS TO BUILD GRANT PROFESSIONAL COMPETENCIES

# WHAT IS A GRANT CONSULTANT



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**EFFECTIVE** – What makes you an effective investment for your clients?

**QUALITY** – How will/do you ensure quality for your clients?

**RESULTS** – What results do your clients need and or want and how will you provide and report those results?

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