

## Training Your Staff to Write Grants®

*During our course your staff will learn:*

- ◆ The seven questions donors *always* ask, and how to respond to them in order to gain a competitive advantage in winning the grant
- ◆ How to identify and approach the best funder for your programs
- ◆ How to effectively empower and engage staff, board and volunteers in your fundraising campaign

Course includes: valuable templates, worksheets, procedure guides, grant development tools, concept maps and real-life examples that you will use!

### What is different about our course:

- ◆ A 10 module e-learning course is delivered on-demand, 24 hours per day
- ◆ Our 3-6-week learning path leads to mastery of the essential grant writing skills that have been proven to work!
- ◆ You will complete a master grant application for your organization or one of your programs by the end of this course
- ◆ You will have expert grant writing support for 6 months
- ◆ Individual coaching is available to help you achieve results!



**Hurry and sign-up now!**

Training will begin

*May 11th*

**Total Cost: \$299**

Email us at: [info@second-shift.com](mailto:info@second-shift.com)

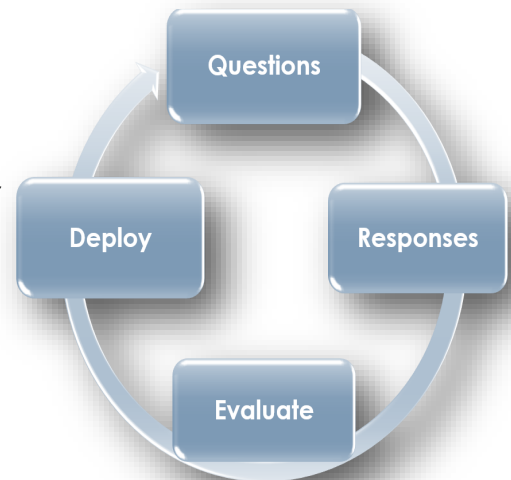
[www.second-shift.com](http://www.second-shift.com)

Or call us today: 708-228-4840

*You can begin writing your own grants  
as soon as 3 weeks!!!*

## Our Grant Development Process!

- 1) Identify the **questions** donors really want to answered
- 2) Develop **responses** to those questions
- 3) **Evaluate** the content (questions and responses) based up- on our expert knowledge
- 4) **Operationalize** this information, in order to generate highly effective grant proposals that produce revenue for your organization and programs!



### Why should you take this course?

- √ We teach what works—based on our 12 years of experience, generating over 15 million dollars of grant funds from private donors in a competitive market
- √ Our program is broken down into manageable chunks making the information easier for you to manage and you will be able to access the content 24 hours per day, 7 days a week through any of your devices!
- √ You are provided use of our proprietary grant development tools including our four-step process for collecting the essential information donors require

### Outcomes for Your Organization

Significantly increased internal grant writing capacity

- You will be ready and empowered for grant seeking
- Capacity to generate 2-5 grant applications per month-leading to a potential of \$240,000 per year (average grant size is \$20,000)



### Who we are:

Rudina and Leonard Johnson are the principals of Second Shift Productions LTD.. We have been working with corporations and nonprofit leaders for over twelve years in the areas of fundraising (grant writing), leadership development, communications/conflict management, and self-care.

### **Past clients include:**

YMCA of Chicago, UnitedHealthcare, Chicago Youth Development, McCormick Center Leadership Connections, Chicago Youth Centers, Black Childcare Development Institute, Good Shepard Center, City of Harvey, Il, Prairie State College, Pan African Rural Health & Social Services, Impact Services