

## FREQUENTLY ASKED QUESTIONS

Compiled by Kristin Olson, Grant Writing Specialist and Owner of Grants Galore



Q1: I'm interested in working with Grants Galore. How do I get started?

A1: Call or e-mail Kristin for a free consultation. Be prepared to tell her about your specific funding needs, any grant prospects that you've already identified, if any, and what type of assistance you need from her.

Q2: Do you work on commission?

A2: No. The Association of Fundraising Professionals prohibits this practice on the basis of ethics. Specific reasons include the following:

- The vast majority of grantmakers explicitly prohibit using grant funds for pre-award expenses.
- Grant writers have control over their work products. They have no control over the information the client provides them, nor the grant review and selection process.
- A grant writer provides a professional service akin to an accountant or graphic designer and, therefore, should be compensated accordingly.

Q3: How much do you charge for your services?

A3: Kristin calculates her fee based on the approximate number of hours the project will entail and her current hourly nonprofit or governmental rate.

Q4: How long does it take before we know if our grant proposal got funded or not?

A4: The response time varies from funder to funder. Some funders offer one grant cycle per year; others review grants proposals quarterly. Some accept proposals on an ongoing basis. You may receive notification within a few weeks. In the case of federal grants, it may take several months.

Q5: We submitted a grant last year and didn't get funded. How do we improve our proposal next time?

A5: Contact the funder to request the grant reviewers' comments. You can use their feedback to address any weaknesses in your previous proposal and improve your chances of getting funded next time.

Q6: Do we need a DUNS number?

A6: In the past, the federal government and other grantmakers required applicants to obtain a unique identifier called a DUNS number. As of April 2022, the DUNS is no longer valid. Applicants must register with SAM.gov and obtain a Unique Entity ID number.

Q7: Someone sent me an email stating that my SAM.gov (or Grants.gov) account registration was expiring and I needed to pay a fee to renew it. Was this a scam?

A7: Yes, it was a scam. There is no fee to create or renew a SAM.gov or Grants.gov account.