



TOP TIPS WRITING GRANTS

Get the Grant

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Does your business need funding to grow and take it to the next level?

After working with and written 100's of businesses grants around Australia and helping businesses to gain well over \$726,582 in Government grants over the last year...

I soon discovered that there is an art to how you must write the grants, but you must also have the right people around you helping implement the strategies properly for the next level of growth for your business.

Do you hate filling out paperwork and whenever you find a grant you qualify for, it closes in a couple of days and you just don't have enough time, energy or resources to complete it. Well you no longer must feel that way.

ALL OF WHICH MEANS YOUR BUSINESS IS STALLED

Then I stumbled across a simple process I called Get on Track™ Grant Method it's designed to add valuable \$\$ to your business in the next 28 days in any niche , it changed everything, now I only speak with A Players who I can offer them a strike rate of 70% on grants.

Adam Carter of Carmalk Consulting



**Get on track,
back yourself and
apply for that
grant today!**



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TOP 5 TIPS FOR APPLYING FOR GRANTS

Who doesn't like free money?



Grants can be a minefield.

Even if you find one, it is not guaranteed that you will be successful. You need to meet the criteria and apply at the right time to be approved.

My Top 5 Grant Tips are:

1. Research and apply for the right grant
2. Spend the time
3. Plan and Collate
4. Link all the questions with the same story
5. Seek help early and get an external opinion, either to write the grant for you or review what you have done, as well as completing the acquittal



Get on track, back yourself and apply for that grant today!

I have a 70% success rate with grants! Work with me to get your grant across the finish line.



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Research and apply for the right grant

Do you want to undertake a project and improve your service capabilities to make your business more competitive?

Adam Carter can provide a solution for your business and access grant funding with over a 70% success rate years obtaining over \$726K in grant funding and 41 happy customers



Do your research

1. Are you're a not for profit or for profit?
2. Know your charitable status
3. Do you know where to look?
4. Are you applying for the right grant?
5. Find out which grants you may be eligible for
6. Do you meet the criteria, check right in the beginning?
7. Learn how to strategically position your business to take advantage of grant opportunities via grant mapping
8. Map a calendar of when grants are due for the year
9. Subscribe to grant writers, local, state and Federal Government grant funding sites

Grants are not guaranteed and subject to the approval of the authorising body.



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Adam Carter loves completing grants and has a 70% success rate for approvals. He provides this service as part of his G|P|S Get On Track services.

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SPEND THE TIME

Grants can be a minefield. Even if you find one, it is not guaranteed that you will be successful. You need to spend the time answering the criteria and apply at the right time to be approved

Spend the Time

1. Read the questions
2. Avoid waffle
3. Review your grammar
4. Plain English
5. Address the criteria
6. Answer the questions succinctly telling a story
7. Start early and map a calendar of when grants are due for the year and don't do last minute

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PLAN AND COLLATE

Improve your chances?

Plan and Collate

The project must show:-

1. How it will significantly enhance the capabilities of the business
2. How they will impact on the growth of the business (be more competitive and employ more staff). Note your expected growth must be realistic and probable and supported by a budget and a plan
3. It has a well thought out strategy
4. You have partnered with the right provider
5. A project plan with timelines
6. Prepare a budget and return on investment and cost vs benefit
7. Ensure the quote provided by the external provider meets the grant criteria
 - a. Does it offer value for money
 - b. Has a breakdown of the key activities
 - c. Delivery timeframes
 - d. Consultant/service delivery costs
 - e. Who will undertake the project?
 - f. Provide references of similar projects



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LINK ALL THE QUESTIONS WITH THE SAME STORY

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Link all the questions with the same story

1. Don't assume anything
2. Get to the point
3. Sell the idea, your unique selling point
4. Link all questions to the same story
5. Address the criteria
6. Read and reread

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SEEK HELP EARLY

Seek help early and get an external opinion, either to write the grant for you or review what you have done, as well as completing the acquittal

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Seek Help Early

1. If the questions and process are confusing
2. You don't know where to start
3. You don't have the time or knowledge
4. Read and double check your application
5. Get a 3rd party to review
6. They need to understand your project
7. Seek a grant writer to assist you and make yourself available to get your thoughts and ideas into a plan and on paper

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PRAISE FOR CARMALK CONSULTING

I engaged Adam to assist with the development and submission of a grant application to develop a digital scorecard for my business.

Adam was a pleasure to work with, provided key insights into the grant application process and was proactive in ensuring that the grant application was submitted on time and with the best possible chance of success.

I am happy to say that the grant application was successful and as a result I have now developed a critical lead generation asset for my business.

I highly recommend Adam from Carmalk Consulting.

**Craig Meineke, Director
Touch Point One**

We engaged Adam to assist us with our strategic business planning and grant application. Adam was persistent with the grant information, supportive during the process and easy to deal with. He was key to us meeting all the deadlines and completing our strategic plan for our new venture.

Adam also provided a fresh perspective and gave us tips to help with our Shark Tank like pitch we had to do for the Government Panel. The end result was that we were successful in receiving the grant and also received feedback that our application and strategic plan was one of the best the panel had received!

I would highly recommend Adam, the Chief at Carmalk Consulting.

**Scott Bretherton, Managing Director
CBM Services**



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SERVICES

Carmalk Consulting mentors and provides business advisory services to Clubs, Not for Profits and small to medium sized businesses who are struggling and helps you reach your goals and turnaround financially. We focus on 3 key areas to get you on track G | P | S - Governance | Performance | Strategy



Grants



Advisory



Business Strategy



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