



ASK THE GRANT WRITER

Presentation by DeaRonda Harrison
In partnership with Nonprofit Montgomery

DEARONDA HARRISON

DeaRonda Harrison is the founder and President of June First Firm, a grant writing firm specializing in assisting black-led nonprofits onboard and train their grant writer. DeaRonda knows and understands too well why quality grant professionals are leaving nonprofits in droves and wants to be a support system to properly train and onboard those new to the industry as well as more seasoned professionals.

DeaRonda has worked at and consulted with K-12 education, workforce development, housing, and healthcare nonprofits winning awards totaling \$35M over the course of her career.

DeaRonda is a member of the Grant Professionals Association (GPA) where she served as Georgia Chapter President for two years. She obtained her Master of Business Administration from Ashford University and Bachelor of Science degree from the prestigious Tuskegee University.



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QUESTION #1

Instead of asking:

- *What is your success rate?*

Ask:

- *What are some programs you have had success winning awards?*



QUESTION #2

How do I know what grants to apply for?

Do your research. Connect and Ask thoughtful questions to grant funders.



QUESTION #3

How long before my organization receives its first award?

Preparation

Cultivation

Solicitation

Evaluation

Grant Writing

Grant Research

Grant Training

Grant Implementation

QUESTION #4

How many grants are submitted per month?

- Grant deadlines are pre-determined so grant submission can range from 1-2 grants per months to 5+ grants per month.



QUESTION #5

Can my nonprofit pay for services from the grant award?

- The most reputable grant professionals will NOT accept payment from the grant award as those funds are designed to fund the project described. Also, quality grant writers follow a Code of Ethics (GPA, AFP).

QUESTION #6

How involved do I need to be in the grant writing process when hiring a consultant?

- Your consultant should lead all grant projects and should guide project work from start to finish. But, your feedback and support is required to be successful.



NONPROFIT MONTGOMERY MEMBER BENEFIT



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31 QUESTIONS TO ASK GRANT FUNDERS

What do you know about a funder? Use these questions as a guide to get the inside scoop.



DeaRonda Harrison

A Resource Created Just for You!

<https://junefirstfirm.com/31questions>

Get this free resource to learn what questions to ask grant funders.