



January BreakFACTS:

Advanced Topics in Grant Making and Grant Seeking

Facilitated by Marie Kelly, Stonehill College

Sponsored by:

ROCKLAND
TRUST

Where Each Relationship Matters®

This month's BreakFACTS is designed for individuals with a basic knowledge of grant seeking who now want to deepen and expand their skill set. Participants will learn what you need to know *before* developing a complete grant application and the steps to take *after* a grant is funded.

Topics will include:

- Refined prospect research techniques and tips
- Forming strategic alliances
- The importance of data gathering prior to proposal preparation
- What funders say about the grant review process
- Implementing evaluation and assessment measures
- Successful stewardship techniques that lead to renewed support.

Date: January 24th, 2012

Time: 8:30am Coffee & Registration
9am—12pm Workshop

Cost: \$25/person, includes
continental breakfast

Location: Brocktonian Room

REGISTER HERE!

About the Facilitator

Marie Kelly · *Director of Corporate and Foundation Relations* · Stonehill College

Marie graduated from Stonehill College in 2000 with degrees in Psychology and English and began a career in development at Children's Hospital Boston. Her first role was Development Associate for Corporate and Foundation Relations within the Children's Hospital Trust, the philanthropic resource for Children's Hospital Boston. Here she assisted the Director of Corporate and Foundation Relations with proposal submissions, stewardship reports, and resolicitations. She was also responsible for preparing program narratives for hospital funding needs, and conducting prospect research to identify new funders for hospital programs and departments.

Marie then shifted to the Donors Relations department at the Trust, where she served as a Stewardship Officer—developing and overseeing appropriate written stewardship for the hospital's top donors. She produced annual written and financial reports on the use of philanthropic funds, as well as worked on special projects including Children's Annual Report on Philanthropy, preparing acknowledgement letters for major gifts, and generating additional written material as needed by senior staff.

In January 2007, Marie returned to Stonehill to assume the role of Director of Corporate and Foundation Relations. As such, Marie identifies potential corporate and foundation funders to support institutional priorities at Stonehill College, works with college personnel and volunteers to prepare grant applications, proposals and letters of inquiry, and ensures the completion of all necessary components of post-grant administration. She also engages and cultivates potential funders and organizational supporters through site visits, written information packets, and reports on grant expenditures and project milestones. Special projects include proposals and other written correspondence to high-level individual donors, as well as generating written materials requested by senior Advancement and Presidential staff.

For more information, call 508-565-1856 or email infononprofit@stonehill.edu.

Center for Nonprofit Management · 16 Belmont Street · Easton, MA 02357 · ph: 508.565.1856



www.stonehill.edu/nonprofit.xml



To remove your name from our mailing list, please click [here](#).