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Winning grants step by step: the complete workbook for planning, developing, and writing successful proposals. Fourth edition. San Francisco: Jossey-Bass. Chicago / Turabian - Author Date Citation (style guide) O'Neal-McElrath, Tori, 1965- and Mim Carlson. 2013.

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Developing, and Writing Successful Proposals (The Jossey-Bass Nonprofit Guidebook Series) by Tori O'Neal-McElrath , Lynn Kanter, et al. | Jul 30, 2019. 4.9 out of 5 stars 10.

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—Clarence Hauer, senior director, strategy and organizational development, St. Louis Nonprofit Services Consortium Winning Grants Step by Step is a gift to nonprofit organizations. The valuable insights and hands-on tools will instantly make any proposal more competitive.

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**Winning Grants: Step by Step – Downtown Development Center**  
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From small startups to established national organizations, nonprofits large and small depend on grant funding to survive and thrive. *Winning Grants Step by Step: The Complete Workbook for Planning, Developing, and Writing Successful Proposals* has long been the go-to resource for individuals and organizations looking for a clear, easy-to-follow approach to tackling the grant-writing process and winning funds.

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Read Grant Seeking 101: Getting Started to learn more about Step 1.

Step 2: Finding the right grant opportunities. Since there are so many types of grantors, you never know where you might find the best grant. It is a best practice to cast a wide net when looking for grants. Here are some good places to start looking:  
Your Network; Your Region

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