



## **The Ten Most Common Reasons Grants are Declined**

1. "The organization does not meet our priorities."  
*Research thoroughly before applying.*
2. "The organization is not located in our geographic area of funding."  
*Get the guidelines before applying, or at least check GrantSeeker.com or your grants guide.*
3. "The proposal does not follow our prescribed format."  
*Read the application information very carefully and follow it exactly.*
4. "The proposal is poorly written and difficult to understand."  
*Have friends and experienced people critique the grant before you submit it.*
5. "The proposed budget/grant request is not within our funding range."  
*Look at average size of grants of the funder.*
6. "We don't know these people. Are they credible?"  
*Set up an interview before submitting the proposal and have board members and other funded organizations help you establish a relationship and give you credibility.*
7. "The proposal doesn't seem urgent. I'm not sure it'll have an impact."  
*Study the priorities and have a skilled writer do this section to make it "grab" the funder. Your aim is to sound urgent, but not in crisis.*
8. "The objectives and plan of action of the project greatly exceed the budget and timelines for implementation."  
*Be realistic about the programs and budgets. Only promise what can realistically be delivered for the amount requested.*
9. "We've allocated all the money for this grant cycle."  
*Don't take this personally. It is a fact of life. Try the next grant cycle. Next time, submit at least a month before the deadline to give ample opportunity for questions and a site visit.*
10. "There is not enough evidence that the program will become self-sufficient and sustain itself after the grant is completed."  
*Add a section to the proposal on your plans for self-sufficiency and develop a long-term strategy.*