

Dear Colleague,

I am writing to let you know about a Schacht & Associates service you may not be aware of. In addition to writing grant proposals and other strategic documents, with ***Proposal Check-Up*** we make the documents you write yourself more powerful. Here's how it works:

- You send us your draft at whatever point you would like input—an early draft or a near-final version—or both!
- If there are funding guidelines associated with your request, you may send those along, too, or a link to them online.
- We briefly review the guidelines, where appropriate, then review your proposal or document, providing:
 - *editorial suggestions* to improve the logic, flow, and voice of your request, making it more compelling and engaging
 - *substantive suggestions* to strengthen your arguments and align them more closely to funding priorities
 - *structural suggestions* to improve the organization and presentation of your proposal
 - *formatting pointers* to showcase your work, including adjusting or editing your document to meet space requirements, as needed.

Comments are provided directly in your document using Word's tracking and comment tools. You have the choice to accept or reject our suggestions, or to act on our recommendations in any way you feel will strengthen your request. We provide a similar editorial service for other types of reports and documents, including book proposals, as well.

Proposal Check-Up can save you substantial cost by allowing you or your staff to develop your proposal in-house, then receive valuable information to strengthen it. Our comments offer a powerful training tool for your staff. If you already work with a consultant to prepare these documents, ***Proposal Check-Up*** gives you a second set of eyes that can help your proposal rise to the top of the stack facing the overburdened grant reviewer.

How to use Proposal Check-Up. We ask that you provide at least one week advance notice that you will be sending your proposal, and allow two to three business days for us to return our comments. We can sometimes accommodate proposals on a rush basis for an additional fee. Depending on the length, complexity, and condition of your proposal, the cost for a proposal review starts at \$400 and is often under \$1000.

Our clients say it best. We have been helping our clients to submit competitive proposals for nearly 20 years. Here's what a few of them have to say:

Schacht & Associates' proposals stand out among the thousands I've reviewed for their clarity and passion. They convey the applicant's purpose, commitment, values, and concrete plans—translating the best they have to offer in a way that funders can easily grasp and respond to.

—*Ruth Brousseau, consultant and former program officer for the San Francisco Foundation and The California Wellness Foundation*

For the past five years, Schacht & Associates has been turning my “pretty good” proposals into funded proposals.

—*Harold Goldstein, Executive Director, California Center for Public Health Advocacy*

I've really enjoyed tag-teaming with Jennie on the grantwriting. I write the initial draft of my vision, and she closes the deal by making it cohesive to reflect the funder's programmatic priorities.

Together, we have raised over \$3 million in less than 4 years.

—*Lupe Alonzo-Diaz, Executive Director (former) Latino Coalition for a Healthy California*

Since our early years, Jennie has helped us to craft proposals that have resulted in significant core support, advocacy and technical assistance dollars, allowing us to develop into one of the nation's largest statewide primary care associations.

—*Carmela Castellano-Garcia, CEO California Primary Care Association*

I'm so excited about the book deal!! You are truly a miracle worker! Thank you again for everything you did to make the proposal fabulous!

— *Cookbook Author*

As we near 20 years of helping our clients to craft winning proposals and influential reports—speeding past the \$100 million in proposals funded and with 7 authors' books in contract after our work on their proposals—we look forward to making *your* proposals and reports more compelling while supporting your increased self-sufficiency with ***Proposal Check-Up***.

Please call 510-654-0545 or email js@schachtandassociates.com if you have questions, to schedule your project, or if we can be helpful in any way.

Warm regards,



Jennie Schacht and the team at Schacht & Associates