



## Tips on Getting Grant Money for SmartMusic®

It's often possible to get grant money for more access to SmartMusic, including student subscriptions. Grant writing is highly specialized, so here are a few tips for getting the most success:

1. When a grant "Request for Proposal" (RFP) becomes available, look closely at the organization providing the grant and find out what they like to support. If you can effectively tie your request to the grant provider's goal, that will get their attention.
2. Organize your ideas. Make sure you include specifics about your goals, how SmartMusic will help you achieve them, and how you intend to measure your results.
3. Look for others in your school or your district that have had success with grants. They can help you with the RFP, and share what worked and what did not.
4. Grant proposals can take time to develop and write. Allow plenty of time to do it, and don't be surprised if it takes longer than you expect.
5. Read and re-read the RFP. Make sure you use their terminology when writing your proposal. Many proposals follow similar formats and might include: abstract, introduction, assessment of needs, key personnel, evaluation and budget. (It's often best to start with the budget and make sure you can accomplish your goal given the available funds.)
6. Some RFPs use scoring rubrics to guide your preparation. If you see this, write specifically to the rubric. You'll see right away what the grant judges are looking for.
7. Grant funders look for projects that can be duplicated by others. Be sure and state how others will see your success. Will you be producing documentation? Will your site be open for others to visit? Are you creating a project website, or producing news releases?
8. The RFP will rarely be perfect, so at some point you'll need to let it go and submit the form.
9. The more of these you write, the better you'll get, so don't give up if you're not successful right away.
10. Finally, be ready to celebrate when you win a grant. Ordering the software, getting it installed, setting up your Gradebook, and creating assignments where SmartMusic can track your students' progress automatically. This is, after all, when the fun part begins!