



Successful Grant Writing for School Leaders: 10 Easy Steps

By Kenneth T. Henson



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This book breaks grant-writing down into 10 easy steps so school leaders learn how to sharpen their own skills and help others write highly-competitive grants.

Stripping away the mystery of grant-writing, *Successful Grant Writing for School Leaders: 10 Easy Steps* provides a straightforward template for securing more grants for your school and district. Drawing on author Kenneth Henson's considerable success in this arena, the book outlines a series of steps that involve understanding the funder, identifying the funder's needs, and crafting proposals to capitalize on each opportunity. Filled with real examples, the book explains the parts of a grant, provides good grant sources, and details ways to ensure a grant gets funded again and again.

Hallmark Features

- **Draws on the authors' success and experience**—which includes over 30 funded grants on a variety of topics from art to physics, ranging from a few thousand to several million dollars.
- **Breaks grant writing down into 10 easy steps**—and devotes chapters to the grant-writing process; common grant-writing myths; establishing a grant-writing library; the parts of a grant and how they are developed; constructing an irresistible budget; grant-writing style; good grant sources; the importance of partnerships; and ensuring the grant works and gets refunded.
- **Includes a full chapter on the budget (chapter 6)**—and shows how to prepare a budget that will tempt any potential funder and convince them that your proposal is the most practical.
- **Shows how to target good grant sources (chapter 8)**—and includes grant-finding tips from successful grant writers so readers learn how to identify and secure funding sources.
- **Provides examples of real grants written by PK-12 educators in a mix of urban, suburban, and rural schools**—so readers can examine the actual grants and hear the author explain in their own words how they learned about the

grant opportunities, why they wrote their grants, how each grant helped their schools.

- **Offers a list of most frequently used terms and a comprehensive glossary of grant-writing terms (appendix)**—that introduce the special language of grant writing.
- **Includes an appendix with a variety of writing-ready tools**—such as a glossary of grant terms, several full-blown grants, and grammar exercises to help develop a crisp writing style and avoid the most common grammatical mistakes.

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Editorial Review

Review

In an environment of economic downturn and fiscal austerity, every school leader is faced with the reality of exhausting every conceivable source of revenue to sustain operations and fund reforms.

Kenneth Henson, a professor of education at the Citadel, presents yet another of his many informative and useful books for school leaders. He ventures beyond the how-to mentality implied by the title with an enlightening opening devoted to debunking the myths associated with grantsmanship, and Henson moves the reader, whether a seasoned grant writer or a neophyte, to a refreshing perspective of the task.

The book offers a logical progression of informative and useful chapters designed to prepare a competitive grant application. Henson skillfully includes examples. Of particular significance is his section on using a succinct writing style.

While the demands of grant applications vary greatly depending on the source, the author has organized the book around 10 easy steps that can be comfortably applied to any grant specification.

The book also carries practical applications for those directly supervising grant writing in an organization. The logical presentation of the material offers a rubric for the supervisor to critique the grant application as it takes shape and provide substantive recommendations for strengthening it.

Reviewed by Robert S. McCord, emeritus associate professor, University of Nevada, Las Vegas, and AASA professor in residence.

-Published in The School Administrator, April 2012, Number 4, Vol. 69

Everything mentioned really drives home the true understanding in the everyday life of a grant writer. This provides readers an understanding of what it takes to great at what a grant writer does and provides individuals with an appreciation of the grant writer's responsibilities.

The text is very informative and provides a lot of insight into the realm of grant writing and the mind set of grant writers in general.

The author is very concise on many aspects, using current research and collaborative input into the book. This text is should become the school leaders grant development bible. It is informative and can lead any professional development session by inspiring novice grant writers to build on their abilities to become successful grant writers.

Yes, I would purchase this book. In addition, I would recommend this book to all school leaders whether they are interested in grants writing, professional or personal development. This book is very informative and really drives home the importance of persistence, dedication, desire, and attitude which are all character traits that can be satisfying and rewarding to one career or personal endeavors.

-Scott Roberts, Grant Writer, Laredo ISD, Laredo, Texas

From the Back Cover

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Stripping away the mystery of grant-writing, *Successful Grant Writing for School Leaders: 10 Easy Steps* leaves a straightforward template that shows how to get more grants for your school and district. Drawing on the authors' success, the book outlines a series of steps that involve understanding the funder, identifying the funder's needs, and crafting the proposal to meet those goals. Filled with real examples, chapters explain the parts of a grant, the importance of the budget, good grant sources and ways to ensure a grant gets funded again and again.

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Ken Henson, both a Fulbright and a National Science Foundation Scholar, is in his tenth year as professor of education at The Citadel Military College in Charleston, South Carolina. The more than 30 funded grants he has authored and contributed to have earned over 100 million dollars; topics ranging from physics and technology to the fine arts. Ken received his bachelor's degree at Auburn University, his master's degree at the University of Florida, and his doctorate at the University of Alabama. He and his wife Sharon live in Sun City, Hilton Head. Ken enjoys teaching full-time, writing grants and books, giving grant-writing workshops and writing for publication workshops, and ballroom dancing.

About the Author

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