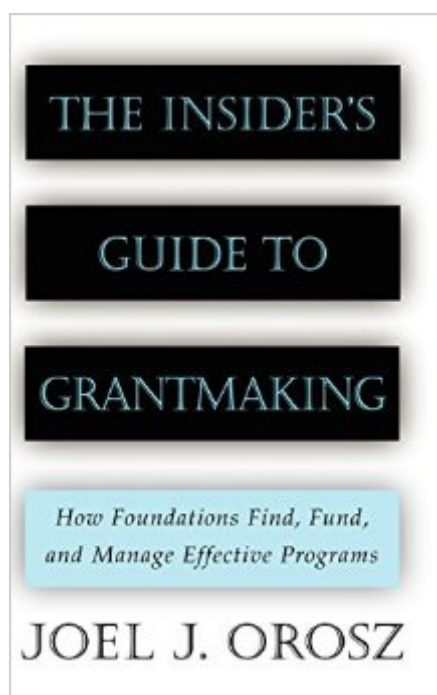


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# The Insider's Guide To Grantmaking



## Synopsis

Unlike many formal professions, foundation grantmaking is a calling with no training programs and little definitive literature on the latest and best practices. Written for program officers and of considerable value to grantseekers, this volume is the first and only practical guide to making foundation grants and developing essential skills for effective and ethical grantmaking. Author Joel J. Orosz provides: The history, structure, and function of foundations in society. The complex role that program officers play in their day-to-day activities. Real-world advice on a myriad of tasks--from meeting with applicants and reviewing their proposals to assisting the funded project and managing foundation initiatives. A useful overview for those new to the field, helps more experienced program officers to think more deeply about their work, and shares rich insights for the thousands of nonprofit leaders who pursue foundation grants.

## Book Information

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## Customer Reviews

I've been a grantmaker for approximately five years now. During the course of my on-the-job training, I've heard certain maxims over and over again until they've become ingrained in my mind and in my responses to applicants for grant funds -- now, after reading this book, I actually understand the philosophies behind them. Every grantseeker who bemoans the fact that foundations don't want to fund ongoing operating expenses should read this book simply for the explanation of the difference between charity and philanthropy and where foundations fit in. Likewise, the tips on meeting etiquette, attributes of a good grant proposal, and top four reasons proposals are denied

will benefit professionals on both sides of the proposal. Had the opportunity to see the author speak -- if you get the same opportunity, don't pass it by.

This is a much needed look at life in foundation grant making. As a retired executive director of a corporate foundation, books such as *The Corporate Contributions Handbook* and *Corporate Social Investing* were extremely helpful to the corporate grant maker. This book is a well-thought out look at foundation reality. While it is not meant to help those seeking grants, it certainly gives the donor a window on the inside process. It will serve as a good reference for those who wish to enter this field and provides sage advice to those who have been there for some time. The historical research was a plus.

Dr. Joel Orosz continues his tireless efforts on behalf of philanthropy and those interested in philanthropy in his current book. *The Insider's Guide to Grantmaking* is an invaluable resource for anyone interested in seeking funds from a foundation, or anyone interested in a career in a foundation. His years of experience give both experienced and inexperienced readers a window into a sometimes-shadowy world. Orosz lets the light shine in a way that is understandable and justifiable. This long over due body of work is a must have for everyone in the third sector and especially should be required reading for those working in and leading foundations.

It's an art, it's a science, and it doesn't need to be a mystery -- since there's no academic training for a career in philanthropy (it's harder than you think!) *Insider* Orosz bridges the gap with this warm and rewarding *User's Guide*. Outsiders will read it for its clear-cut description of philanthropy worklife and practice; insiders will find themselves affirmed or inspired. Both will enjoy the author's mix of humor and scholarship. Sure to be a classic in its field.

I started working at a foundation 10 months ago. This book was very helpful in outlining the components of my job and handling difficult situations with grantees. It is thoughtful, comprehensive and right on target. It should have been handed out at my orientation!

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