



**NATIONAL CAPITAL REGION GRANTS CONFERENCE
September 18, 2017**

NURTURING RELATIONSHIPS: BUILDING CASTLES IN THE SANDBOX

First things first

Don't Start Your Nonprofit Grant Writing Until You Read This: <http://nonprofitshub.org/grant-writing/when-to-start-nonprofit-grant-writing>

Building relationships with Foundations

Building Relationships with Foundations: <http://www.stepbystepfundraising.com/building-relationships-with-foundations/>

How do I approach a foundation and build a successful grantee-funder relationship?: <http://grantspace.org/tools/knowledge-base/Funding-Resources/Foundations/approaching-foundations>

Building Relationships with Grantmakers: <http://grantspace.org/tools/knowledge-base/Funding-Resources/Foundations/approaching-foundations>

3 Strategies for Building Relationships with Funders: <http://blog.ecivis.com/bid/116370/3-strategies-for-building-relationships-with-funders>

How to Build Relationships with Foundation Funders: <http://archive.constantcontact.com/fs116/1102767391075/archive/1114126375747.html>

Four Steps to Building Strong Relationships with Grantees: <http://effectivephilanthropy.org/four-steps-to-building-strong-relationships-with-grantees/>

Funder initiated relationships

A High-Engagement Approach Doesn't Have to Come at the Cost of Strong Relationships with Grantees: <http://cep.org/high-engagement-approach-doesnt-come-cost-strong-relationships-grantees/>

Phone Etiquette

Hearing a Smile in Tone of Voice: <http://www.npr.org/templates/story/story.php?storyId=18255131>

8 Telephone Etiquette Tips: <http://www.advancedetiquette.com/2012/01/8-telephone-etiquette-tips/>

10 Conference Call Etiquette Tips You Should Strive To Follow: <http://eimage.com/conference-call-etiquette-tips-you-should-strive-to-follow/>