

**Top Six Reasons to Contact
Corporate and Foundation Relations at
Wayne State University**

- 1. You have a great idea. . .**
. . .or want to expand on an existing program. We can help determine how your project is suitable or ready for foundation/corporate funding, and we can review existing projects that need external support to either sustain or expand.
- 2. You need help identifying a foundation or corporate funder**
We can conduct prospect research to target specific foundations/corporations for your project. We will seek high yield opportunities, relevant relationships and good matches that will increase your chances for funding.
- 3. You want to contact a funder directly**
Please contact CFR first to avoid conflict and ensure your project is coordinated with other WSU efforts. CFR maintains relationship with many local, state and national funders and would be happy to make initial contact on your project's behalf. We can also help you plan your approach, schedule campus visits, and travel with you meet to meet prospects.
- 4. You just can't find the words**
We can assist with writing or editing draft proposals and LOIs that align with the funder's mission, program objectives and proposal criteria. We will also review budgets against the narrative. (Our funders tell us they almost ALWAYS look at the budget first and keep it close when reading the narrative.)
- 5. You'd appreciate help submitting the proposal**
We can facilitate the submission of a proposal, including securing mandatory supporting documents and, when required, arranging for cover letters from institutional leadership. We can help coordinate the SPA process when needed.
- 6. You got the grant! Now what?**
Post-grant assistance includes institutional acknowledgement (thank you letters) and providing reminders when reports are due. We can also suggest ideas to maintain the relationship in anticipation of future grant requests.