

# 7 Habits of Excellent Work with Grantees

**Habit 1: Respond** in a timely and courteous manner to all grantees and potential grantees.

**Habit 2: Show curiosity** about a grantee's whole organization, not only the parts that relate to your strategy and goals.

**Habit 3: Set time and process expectations.** Make your expectations and commitments explicit when inviting a proposal and throughout the lifecycle of each grant.

**Habit 4: Results matter.** Have a conversation with each grantee about how they plan to measure results from the grant.

**Habit 5: Flexible and true cost funding.** Provide flexible, multi-year support where possible. When making project grants, understand and support the true costs of the work.

**Habit 6: Be clear and consistent about strategy and criteria for decision-making** in verbal and written communications with grantees

**Habit 7: Listen as much as you talk** in conversations with grantees.



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## SEVEN HABITS OF EXCELLENT WORK WITH GRANTEES: A SNAPSHOT

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- 2** Show curiosity about a grantee's whole organization, not only the parts that relate to your strategy and goals.
- 3** Set time and process expectations. Make your expectations and commitments explicit when inviting a proposal and throughout the lifecycle of each grant.
- 4** Results matter. Have a conversation with each grantee about how they plan to measure results from the grant.
- 5** Flexible and true cost funding. Provide flexible, multi-year support where possible. When making project grants, understand and support the true cost of the work.
- 6** Be clear and consistent about strategy and criteria for decision making in verbal and written communications with grantees.
- 7** Listen as much as you talk in conversations with grantees.

