

# Lessons Learned from Winning Proposals

## PRESENTED BY:



**Susan Linn**

*Vice President of  
Institutional Advancement,  
William James College*

Susan Linn has a track record of success in building capacity for nonprofit and educational institutions. Her expertise in grants is reflected in having developed proposals resulting in more than \$100 million.

Susan was previously the Executive Director of Project LEARN in Lowell and Director of The Newton Partnership. Past roles include leadership in grants and development for a variety of municipal and nonprofit organizations in New England and the Southwest. Susan has also served on the national and MA Board of Directors for the Grant Professionals Association (GPA). She holds a BS from Cornell University and an MSW from San Diego State University.

Join Enterprise Bank's Non-Profit Collaborative for this informative and interactive presentation. There is no cost for representatives of non-profit organizations to attend, but space is limited and registration is required.

**Tuesday, May 24, 2016**

8:00am: Doors Open

8:30-10:30am: Speaking Program

Salvatore's Restaurant  
**354 Merrimack St. | Lawrence, MA**

Turn the tables on your grant proposal writing to improve your success rate. This hands-on seminar puts you in the decision maker's seat to help you gain strategies applicable to your own grant writing. There will be a brief lecture followed by individual and small group critiques, giving participants practical tips that can be implemented right away, regardless of experience. You may be surprised what you learn about how funding decisions are made when you're the reader and not the writer!

### Added Bonus!

There's nothing like a peer review to help your grants go from good to great. **Submit one of your own grant proposals one week prior to the presentation**, and it may be one of 5 selected for review at the workshop.

**EnterpriseBanking.com/NPC**

To register or for more information,  
call Andrew Duncan at **978-459-9000 x4582**  
or email **andrew.duncan@ebtc.com**



Non-Profit  
Collaborative