



Frequently Asked Questions

Do I need to be certified to be a grant writer?

No, most grant writers are not certified and don't have a degree in nonprofit management. CFRE and grant writer certifications are wonderful to have and promote continued learning and networking in the field, but they are not prerequisites or necessities to become a grant writer.

If I want to hire a grant writer and pay them a commission based on the award, can I do so?

The answer to this is not always obvious to Executive Directors and others, but commission-based or fees or even "putting the payment in the budget of the grant" is a big NO-NO in the grant writing field. It is considered unethical and a red flag if a grant writer/nonprofit poses this idea. Additionally, fundors want the funding used for its intended purpose, programming and operational asks. Unless the grant is for salary costs for W-2 employees of the organization, you cannot pay a grant writer a fee from the grant application.

Can grant writers guarantee grant wins?

No, a grant writer cannot guarantee an organization that a grant they write *will* be awarded. A fun fact about grants: most first-time applications written to a first-time potential funder have a 10% chance of being funded (Instrumentl). There are many reasons a grant could not be funded, even when one is well-written: another organization presents a higher need, the number of applications received, and even funder alignment. So, don't worry. Take heart, keep applying, keep meeting new funders, and *build* relationships.

Why do grant writers/consultants charge so much?

Every grant writer is different based on their experience and the types of grants they write. Although writing a grant doesn't seem so hard, a grant writer hardly ever just writes. They attend meetings and webinars, network, strategically research, and offer guidance on the best practice for how grant fundraising should go. Some writers charge hourly from \$50/hr upwards of \$100/hr, and some charge project rates for a number of grants to be written a month ranging from \$1500-\$5000/month. Hiring the right kind of grant writer is an investment and is one you should see a return on via strategy, nonprofit management, and, ideally, funding.

