



## FLORIDA STATE UNIVERSITY FOUNDATION

### **The Funding Process**

#### **Step 1—Identification**

The Office of Corporate and Foundation Development helps you find funding for your project or initiative. We assist with funder research, concept and proposal development, proposal writing, and funder stewardship and cultivation. The funding process, an easy, step-by-step method, allows us to utilize all of our resources while consistently interacting with you and your associates. Our process helps with identification, research and proposal development.

Contact us to discuss, in detail, your program funding needs.

Murray Smith  
Director  
(850) 644-5633  
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If you have a project for which you would like to identify funding, we can assist in conducting a search and developing a list of potential corporate and foundation donors.

Meet with us. Depending on what information you need or already have, we'll advise you about what to bring to this meeting.

#### **Step 2—Research**

After we've discussed your program's overall short-term and long-term goals, objectives and monetary needs, we'll employ our funder researching techniques to match your idea with the interests of local or national funders.

We will request additional information from you and your associates as directed by potential funders.

### **Step 3—Inquiry/Proposal Development**

After researching and identifying potential funders, we will contact funding representatives to determine the best fit for funding.

Depending on the funder, we will begin the process of submitting a full proposal. This process includes writing a letter of inquiry or proposal application.

While this stage can be the most agonizing, we will keep you informed.

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