



THE GRANTS LAB  
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## FAQ

### **Q: How will this training directly benefit our organization?**

**A:** The Grants Lab will equip our team with the skills to identify and secure more funding opportunities. Their team approach offers participation to the primary attendee and up to four (4) additional staff (program and finance, for example) or volunteers (such as board members, council members, and commissioners). We'll learn to create stronger, more competitive proposals, potentially increasing our success rate and the amount of funding we receive. This could directly impact our ability to fund and expand our programs.

### **Q: Can't we learn this information for free online?**

**A:** Basic information is available for free online. In fact, HayDay Services co-owners Amanda Day and Kimberly Hays de Muga founded [Fundraising HayDay](#), a free podcast on grants, philanthropy, and professional development, in 2018. Fundraising HayDay has more than 145 episodes that provide no-cost overviews of grants. It a great way to experience their teaching style.

However, successful grant writing is highly skilled, detailed work that takes time and practice to learn. The Grants Lab is a structured learning experienced with assignments, written feedback, and one-on-one coaching that is difficult to replicate through self-study or one-off webinars. The networking opportunities and the chance to get direct answers to our specific questions are invaluable.

### **Q: Is the time commitment worth the potential return on investment?**

**A:** The 30+ hours of expert interaction over 8 weeks and flat training rate for up to 5 team members is an efficient way to gain skills that will benefit our organization for years to come. Personalized feedback and coaching ensure that we're not just learning theory but applying it directly to our work. The potential increase in grant funding could far outweigh the time invested.

HayDay Services developed this model based on the Forgetting Curve, a well-established psychological principle that shows that we rapidly forget new information without reinforcement.

**Traditional one-day or two-day workshops can provide a lot of quality information, but can often result in significant knowledge loss within days or weeks**—like leaving a great conference with tons of new ideas, but landing back in a busy office with no support to implement them.

In contrast, the Grants Lab's 8-week structure, with its spaced learning, practical applications, and ongoing feedback, aligns with proven retention techniques. This format helps embed the knowledge deeply, leading to long-term skill development and a better return on the time invested.

**Q: How does this compare to other grant writing courses or workshops?**

**A:** The Grants Lab offers a unique combination of comprehensive training, personalized feedback, and practical application. Unlike lecture-only workshops, this program provides ongoing support and the opportunity to develop a complete proposal framework. The small group setting and expert instructors set it apart from many other offerings.

**Q: How will we measure the success of this training?**

**A:** We can measure success through several metrics: our level of preparedness to be competitive—AKA—“grant readiness,” the quality and quantity of grant proposals we submit post-training, our grant success rate, the amount of funding secured, and the efficiency of our grant-seeking process. We'll have tangible outputs like a prospect list for potential grant opportunities and a proposal framework to immediately apply to our work.

**For more information or to register, visit <https://haydayservices.com/grants-lab/> or email [hello@haydayservices.com](mailto:hello@haydayservices.com)**

