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## Introduction

Hello and Welcome to my Nautilus Newsletter series, this time with GRANT AND TENDER WRITING TIPS to help you through #COVID19.

I am also here to help you with any technical writing issues and tasks you might have during this tough time – contact me through email, LinkedIn or Facebook (see above).

Today we'll discuss your approach to that funding submission, with a little on persuasive writing and planning. Links to important government funding sites and grant hubs are also included. Read on. See my latest [video](#) for more tips.

## Persuasive Writing

Grants are an \$80Billion slice of the Australian economy. And getting onto that approved list is intensely competitive.

One of the keys to your success is going to be your ability to persuade – using logic, ethics and emotion (as mentioned in my last [video](#)) to convince the reader that you are special!

You must show that:

- You are addressing an urgent need
- You and your staff or partners are qualified and trustworthy
- Those outputs and outcomes, those goals, in your application are achievable, and measurable
- Your planning is well done
- You, your organisation and your project are better and more deserving, than the competition

All without bagging the competition (which looks weak) or resorting to flowery metaphors or hyperbole.

This means **carefully planning your approach** to that submission.

Assuming you have **read the Funding Guidelines thoroughly** (more on that in my next video), ask yourself:

- What's the problem (“Who Cares”)?
- What's your solution and Why?
- How does that help (“So What”)?

Then use [mindmaps](#) to flesh out your ideas . I use [MindMap Maker](#) to bring to light **what, why, how, where, when, with whom and how much**.

More tips in my next video and newsletter!

## Where do you get the cash?

Here are some useful links to funding websites (government and commercial) that take the hard work out of searching for grants. remember to allow yourself two weeks to a month to get the application in. And take care with the submission dates on these sites – they are sometimes not as current as they could be.

### [Queensland Government Grants Finder](#)

Queensland government grants and assistance programs that may help you.

### [Australian Government's Grants Information System](#)

Current and future funding opportunities from the Australian Government.

### [Regional Development Australia \(Tropical North\)](#)

Regional Development Australia, in this case for Far North Queensland, with grants, tenders, scholarships and resources. One of the most useful sites in the country for businesses and communities.

### [Australian Government's COVID 19 Business support portal](#)

What it says on the tin. Financial assistance, eligibility, and timing for the new government COVID19 support for Australian businesses.

### [Department of Social Services Community Grants Hub](#)

This hub administers grants for DSS and a swag of other Australian government agencies and departments.

### [Grant Guru](#)

GrantGuru is a commercial site and has a range of search options, with a basic free search level that usually does the job for occasional grants, and a paid level with more features for dedicated business and community grant-hounds. LG and Professional levels are full of features and priced to match.