



WORKING WITH HANOVER GRANTS

INTRODUCTION FOR ETSU GRANTSEEKERS

WHO WE ARE

Hanover provides research development, grant writing, and strategic advising support to faculty at a wide range of colleges and universities. Our professionals deliver customized proposal review, revision, and production support, while also helping to align strategic priorities to funding trends and opportunities at all levels. Hanover's Grants Consultants have over 200 years of collective experience and have won more than \$1.4 billion for our clients.

Contact Nick Hagemeier (hagemeier@mail.etsu.edu) to line up support!



Develop grant writing skills and understanding of the funding landscape



Find grant opportunities aligned to your projects and areas of interest



Strategize around the best approach for success with targeted funders



Develop compliant and well-crafted proposals for submission



Refine and rework proposals to improve competitiveness



YOUR HANOVER TEAM



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Account Executive

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- Primary commercial and service contact
- Confirms satisfaction with and effective utilization of Hanover services
- Engages new users to leverage our capabilities



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Content Director

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- Primary project contact
- Secures and guides appropriate consultants or analysts to support projects
- Ensures timely and quality delivery of support

GRANTS SOLUTIONS

GRANTS CAPACITY DEVELOPMENT



Developing organizational capacity to pursue and win grant funding, through training, strategic assessment, and benchmarking.

FUNDING RESEARCH



Identifying and evaluating grant opportunities aligned to member projects, while enabling longer-term planning through funded project research and forecasting.

PRE-PROPOSAL ACTIVITIES



Assessing and developing competitive project concepts, helping members to navigate funder requirements and build relationships prior to completing submissions.

PROPOSAL SUPPORT



Supporting member-led grant proposal projects by providing review and revision services designed to ensure the strongest possible proposals are submitted.

PROPOSAL DEVELOPMENT



Leading programmatic grant proposals, in close coordination with member teams, crafting narrative drafts over a defined timeline towards a polished submission.



WHAT WE HEAR

- ↗ Institutions seek to improve the **quality and competitiveness** of their proposals.
- ↗ **Consultation, editing, and writing support** from an external expert can make all the difference in boosting submission quality.
- ↗ Converging deadlines and limited internal resources often create **bottlenecks for proposal support**, leaving some proposals neglected.



PROPOSAL SUPPORT

HANOVER'S APPROACH



PROPOSAL REVISION

Editing and revision of proposals for a polished final draft, with an eye toward funder compliance, grant writing craft, style/presentation, and overall competitiveness.



PROPOSAL REVIEW

Critique of proposal content focused on compliance and alignment with the funding mechanism and improving grant writing craft aspects of the proposal.



STRATEGIC CONSULTS

Consultation to ensure alignment with funding mechanism and to evaluate key concerns relating to project competitiveness.

FREQUENTLY REQUESTED SERVICES



PROPOSAL REVIEW

~2 WEEKS

- Review the proposal narrative for alignment with funding opportunity announcement;
- Make specific recommendations using margin comments and/or produce a memo outlining high-level recommendations; and
- Debrief via teleconference.



PROPOSAL REVISION

~3 WEEKS

- Review the proposal narrative for alignment with funding opportunity announcement;
- Make specific recommendations using margin comments and/or produce a memo outlining high-level recommendations;
- Track changes to suggest revision to the proposal narrative;
- Track changes to focus on achieving clarity and effective use of language, which include addressing punctuation and grammar; and
- Debrief via teleconference.



CONSULT CALL

~1 WEEK

- Call with a Grants Consultant to discuss your project's alignment and competitiveness with a particular solicitation, program, or funding agency.
- Advice on incorporating reviewer comments for resubmission
- Typically an hour in length, and the GC may provide some follow-up materials.



CONCEPT REVISION

~1 WEEK

- Revise a Specific Aims page or Concept Paper to provide targeted feedback.
- Debrief call with the Consultant as needed

EXPEDITED TIMELINES

Hanover members can now lock in **one-week** turnarounds for proposal support on standard projects when they provide advance notice of draft delivery. This allows us the flexibility to support later stages of development and reduces the amount of time we hold a draft.



PROPOSAL REVISION



PROPOSAL REVIEW



Standard Timelines

For responsive proposal support requests

3 WEEKS

2 WEEKS



Forward Planning

For scheduled proposal support requests

1 WEEK

1 WEEK

With advanced notice of 4 weeks

With advanced notice of 3 weeks

In order to extend this flexibility to members, project queues will remain occupied for the duration of our standard timelines for these proposal support projects.



WORKING WITH HANOVER BEST PRACTICES

- Email Nick Hagemeier (hagemeier@mail.etsu.edu) to schedule support. **It's never too early to reach out!**
- Kristen will then email you to collect some more information on your project and schedule when we will exchange drafts.
- Stay in touch if your grantseeking goals or timeline change. **If a draft is late, we may need to cancel the project.**

HANOVER RESOURCES

Through a series of newsletters, the Hanover Grants team tracks funding opportunities in line with strategic interests of our members.

Subscription is open for faculty and administrators to select which updates they would like to receive from our team. [Sign up today!](#)

GRANT ALERTS

WEEKLY



Every Monday, learn about the previous week's grant solicitations of interest from federal agencies and select private foundations. Alerts are broken up into research and programmatic grant opportunities: Higher Education Programmatic, Higher Education Research, Health Programmatic, and Health Research.

GRANTS CALENDARS

BIMONTHLY



Hanover produces a specialized calendar twice each month, tracking grant opportunities across the coming year of interest to different types of institutions and to faculty in different areas of focus. These calendars include: STEM Education, Environmental Sustainability, AI and Machine Learning, and many other topics.

GRANT RANT PODCAST

BIWEEKLY



Hanover's podcast series publishes companion episodes to our public webinar and covers critical grantseeking topics.

GRANTS LEARNING CENTER

ON DEMAND



Use the referral code **Bucky** to register for Hanover's Grants Learning Center (GLC). This self-paced, interactive training program has modules dedicated to **Grantseeking Essentials**, **NIH R Grants** and **NSF CAREER**. Each module includes training videos, timelines, checklists, and a proposal builder to help you structure your application.

GRANTSEEKING ESSENTIALS

Whether you are brand new to grantseeking or looking to refine a core skillset, Hanover's [Grants Learning Center \(GLC\)](#) provides resources to help you take your grant writing to the next level.

In addition to Grantseeking Essentials, the GLC has modules on NSF CAREER and NIH R-Grants

Hanover's Grants Learning Center had a nine-module sequence that aims to deepen participants' knowledge of the funding landscape and hone their grant writing skills. [Click here](#) to register!



Introduction to Grantseeking

MODULE 1



Laying the Groundwork

MODULE 2



Prospecting

MODULE 3



Concept Development

MODULE 4



Logic Models

MODULE 5



Program Officer Engagement

MODULE 6



Essentials of Competitive Proposals

MODULE 7



Resubmission Strategies

MODULE 8



Stewardship

MODULE 9



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