“... a person’s focus must be on his passion. He must be able to integrate who he is with what he is doing, see his project as a whole, and do his work systematically in order to legitimately expect the money to take on its secondary helping role.”

—MICHAEL PHILLIPS

The Seven Laws of Money
Chapter 4 / GETTING INTO GEAR

ACHIEVING A STATE OF GRANT READINESS

In this chapter, I urge you to stop and reassess your desire for a grant as well as the grant idea itself before you proceed to seek outside funding. Many of the recommendations you will find here may seem like common sense. However, they are often overlooked in the rush to get to the proposal writing stage. In the words of Erich Fromm, "All our energy is spent for the purpose of getting what we want, and most people never question the premise of this activity: that they know their true wants."

A prerequisite for getting into gear for grant seeking is achieving a state of readiness. Although the previous chapter was concerned with getting your idea into shape for funding, this chapter is concerned with getting you into proper shape, during what is commonly referred to as the preapplication phase of grant seeking.