



*Introducing the Compression Planning Institute for Professional Grant Writers and Developers...*

*“When developing grants, do you often find yourself facing desperately short lead times because the opportunity is just too good to pass up?”*

*“How often do you have a great opportunity to put the right people together and get their best thinking...quickly?”*

Dear Grant Developer,

My name is Jerry McNellis. I can promise you the targeted, skillful training you need to move faster, deal with shorter deadlines, and completely address the processes and pressures of successful grant developing.

As you know, once you have a clear plan and all elements are defined, writing the grant request, itself, is a relative snap. It's the planning strategy and the definition of elements that takes so much time - and it's these aspects which separate wildly successful grant applications from the rest.

**Attendees of the May 5-7, 2010 workshop will:**

- Learn how to efficiently elicit pertinent information and ideas from organizations prior to developing accurate, competitive proposals for them
- Learn how to use the storyboard system (developed by Walt Disney Studios) for your idea development, master planning, organizing and communications
- Get more of the right information faster in every meeting and interaction
- Help grant development teams recognize their progress so they are less likely to get tired or bogged down along the way
- Break large complex tasks into manageable chunks to head off feeling overwhelmed

Grant developers are often asked to facilitate meetings that are not directly related to the grants department. If you're involved in any area of planning, and feel you'll benefit from targeted tips on how to do it better, sign up now.

As an added bonus, CP will actually help you teach faculty and staff how to plan grants so that all the work isn't placed on your shoulders.

If you love planning, you'll love Compression Planning. And if you despise planning, you've love the results of Compression Planning even more!



### **Use the CP process in your office to...**

- Structure long term implementation and monitoring of meetings related to specific grants
- Learn additional ways to be more effective in helping your people focus on goals, objectives and activities specifically related to the grants they want you to develop
- Learn new ways to tackle large, complex issues and break them down into cohesive, manageable plans with a clear set of steps for reaching the goal
- Bring together multiple interest groups and quickly gain consensus

At the Compression Planning Institute you'll learn what to do, in the most efficient and effective way possible, so that when you sit in front of your keyboard to fill in the all-important grant application template, you'll have everything you need to get your application into the "grant approved" file.

### **May 5-7, 2010 Workshop takeaways:**

- Expand your confidence and facilitation skills – regardless of your skill level
- Help others design successful sessions (and have them return the favor) while being coached by our Compression Planning experts
- Take part in four live Compression Planning sessions to become comfortable with the process and its many uses.
- Discover 7 surprising ideas about how to design and recruit a high performance project team and an equally high performance implementation team
- Learn 3 new grant collaboration methods to help move projects from "lots of talk" to action and conclusion...quickly
- Gain ways to work with a department chair to develop a grant team
- Discover 7 ways to focus a group's ideas and energy
- Find out about 6 ways to take "immature ideas" or grant requests and cultivate them to full fruition
- Walk away from our training with a design for your first Compression Planning session back home
- Receive small group coaching by professionals who have taught CP to more than 10,000 education, business and industrial executives, managers and professionals across North America.

Pat McNellis and I are the lead instructors at the Compression Planning Institute. Our special co-instructors are Neil Herbkersman and Karla Hibbert-Jones of Sinclair Community College Office of Grants Development in Dayton, Ohio, two nationally recognized grant developers and writers who use CP on a daily basis for all major grants. While learning about their process, you'll view the inner workings of one of the most PRODUCTIVE grants offices in the country. Last year these two people, working as a team, completed an astonishing 216 projects! How? They've developed an application of CP that speeds up the "go or no go" decision-making



process. You'll be learning from two of the best about how to get things on and off your plate quickly – both in planning and in technical writing aspects.

CP's methods are guaranteed to help you save time – a minimum of 30%, or your money back – while dramatically increasing the odds that you'll be more successful as a grant writer.

Best wishes,

Jerry McNellis  
President Compression Planning Institute  
724-847-2120  
[jerry@compressionplanning.com](mailto:jerry@compressionplanning.com)

P.S. Here is what several other grant developers say about CP and its positive impact on their work. The first was written by one of our co-instructors:

"I estimate we complete projects in about a third less time with Compression Planning. Compression Planning gives us a huge competitive edge. We use it on 100% of all major grants and projects. My first exposure to Compression Planning was while I was on a statewide team. In 2.5 hours, we created a plan that got us a 3 million dollar grant! Another time we used CP methods and received a \$5 million grant! At that time it was the largest single grant ever awarded to a two-year college by the National Science Foundation. Compression Planning enables us to focus quickly on the key strategic things."

Neil Herbkersman, Director of Grants Development,  
Sinclair Community College, Dayton, Ohio

"Sometimes faculty members have an idea of what they want to do but are not really sure how to make it specific. One group I did Compression Planning with involved four cooperating organizations who wanted to help girls get more interested in science. We received a four-year grant for \$800,000."

Pam Jira, Zane State College - Zanesville, Ohio

"Using Compression Planning, there is ALWAYS new information that strengthens the application."

Blaise Favara, MD, The Children's Clinic – Hamilton, Montana "



“I’ve written several federal grants averaging between \$750,000 and \$3 million each for a total of about \$10,000,000 using Compression Planning. It’s a much more efficient way to do grant development.”

Deb Skovran, Boulder, Colorado

“The prospect of improving how we prepare applications with greater speed and efficiency was very appealing. We have received excellent feedback from our Vice President of Academic Affairs and faculty members on the power of focusing ideas through Compression Planning. Thank you for introducing Compression Planning to our institution. We recommend it to other grant operations in community colleges that want to produce even better proposals in less time.”

Richard Keeler and Cindy Lenzion,  
Riverside Community College District -Riverside, CA

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## REGISTRATION FORM

Name: \_\_\_\_\_ Title: \_\_\_\_\_

Organization: \_\_\_\_\_

Address: \_\_\_\_\_ City/State/Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Email Address: \_\_\_\_\_

You can submit this information in any of four ways.

1. Call 1-800-569-6015 or 724-847-2120
2. E-mail the above information to Dianne Miller at [dianne@compressionplanning.com](mailto:dianne@compressionplanning.com)
3. FAX your registration form to: 724-746-1919
4. Register on-line at [www.compressionplanning.com](http://www.compressionplanning.com)