



www.bpcwi.com

Bowman Performance Consulting offers

Professional Development Trainings

1. Grant Writing Series

If you want to learn the practical ways to win, and not just write grants for your organization, this Grant Writing Series is for you! Attendees actively participate in a series of hands-on workshops that teach the four phases of the grant process using real examples from award winning grants. This series will provide you with a framework to help you understand the broader concept of grants as well as the tools to research, propose, write and evaluate a high quality grant.

a. Grants: Researching for Funds

There are countless sources of grant funding available to many different organizations today, but how do you know what funding is best or applicable to your organization? Participants in this one-day seminar will be introduced to funding research and organizational development concepts to understand not only where to find funding, but why proper research to find the right fit is critical to the grant writing process.

b. Grants: Developing a Proposal

Critical to any grant concept development is learning how to analyze your own organizational data to determine which funding sources are the best fit for your organization and its capacity. In this workshop participants learn how to use historical or new data from the organization to set the stage for success in the grant application process. On-hands practice developing a strategic grant funding work plan with key activities, outcomes and timelines will be started in this session.

c. Grants: Technical Grant Writing

This one-day grant writing 101 workshop provides the “meat and potatoes” for grant writing. Participants learn the technical aspects of grant writing to ensure a quality grant application using case studies and real-life examples. The grant RFP process, including content narrative, strategies for troubleshooting issues, and a self-evaluation quality assurance checklist are all covered.

d. Grants: Evaluation & Next Steps

Learn how to use grant evaluation data to sustain funding programs and provide information for new grant applications. This seminar provides participants with key concepts for developing important performance measures and provides a framework for evaluation design and data collection. The session concludes with next step information for the grant writer to consider for both post-award and post-rejection grant responses.

2. Youth Rx/Drug Abuse: Statistics, Trends, and Solutions

A 4 or 8 hour seminar in which you will learn the trends, some evidence based solutions, and resources to help with prescription drug abuse with today’s youth. You will actively participate in a hands-on, visual, and discussion oriented seminar that will teach you what signs to look for in users as well as what tools and talking points you can use to talk to youth and adults about prescription drug abuse.

**Specific Native American community data and training available upon request*

3. Underage Drinking: Statistics, Trends, and Solutions

A 4 or 8 hour seminar in which you will learn the trends, some evidence based solutions, and resources to help with underage drinking with today's youth. You will actively participate in a hands-on, visual, and discussion oriented seminar that will teach you what signs to look for in users as well as what tools and talking points you can use to talk to youth about underage drinking.

**Specific Native American community data and training available upon request*

4. Business Training Series

- a. *Business Overview:*** a general 4 or 8 hour overview on how entrepreneurs can generate funding through grants, certifications, e-marketing, low/no cost technical assistance programs available to them, gaining access to recovery and reinvestment funds, and by other innovative economic strategies
- b. *Basic Business Skills 101:*** 4 or 8 hour training and demonstration on setting up basic e-mail, business webpage, and using social networking sites for economic development for entrepreneurs
- c. *SBA 8A Certification Training and Demo:*** 4 or 8 hour training and demonstration on certifications/bids for SBA 8A & Federal Business Certifications
- d. *WI DOT Certification Training and Demo:*** 4 or 8 hour training and demonstration on certifications/bids for WI Department of Transportation
- e. *New Economic Opportunities through Tribal Governments:*** 4 or 8 hour training and demonstration on certifications/bids for WI Tribes & "Buy Indian" Programs Nationally. Includes training and demo. on tribal laws, certifications, and the RFP processes for each of the tribes in Wisconsin.
- f. *WI VendorNet Training and Demo:*** 4 or 8 hour training and demonstration on certifications/bids for VendorNet of WI
- g. *Central Contractor Registration (CCR) Training and Demo:*** 4 hour training and demonstration on the CCR website, how it's used and how it can help you.

6. Getting Started with Social Media

A 4 or 8 hour seminar in which you will learn complete overviews of social media tools including Twitter, Facebook, LinkedIn, Craigslist.com, and more. Participants will learn how to build a business using social media tools and be able to develop effective social media strategies. Online social media resources will be introduced and a model for applying these resources to your business will be reviewed.

Presenter:

MORE INFORMATION:

- Your First Consultation is **FREE!**
- Sample PowerPoint and Training Materials available upon request.

Flat Fee Costs:

- \$1750.00** for all day workshop delivery
- \$950.00** for half day workshop delivery
- Discounts** for booking 3 or more workshops

