

Academic Calendar
WEEK 5

Monday, February 14

1. **JOURNAL # 9:** Teamwork?
2. **JOURNAL # 8** playback: Writing a Compelling Problem Statement pp. 29-37.
3. Statement of Need/Problem Statement—worksheet, p. 35
 - Read aloud. Reactions?
 - What makes it compelling?
 - Help me understand the urgency
4. Let's see a sample S.O.N.
5. Prep both proposal ideas and be ready to pitch (as is the case in so many instances in real-life, this will be somewhat uneven).

SEND BOTH PROPOSALS TO ME.

Groups making pitches:

What is the project?

How does it fit with the mission of your organization?

Why is this project important to your organization and community?

Why should a funder be interested? What makes them excited?

Groups listening to pitches:

Evaluate the soundness of the proposal idea. What works? What concerns do you have? (G)

Good fit with mission? How so? (G)

How will the project benefit the community? (G)

What might get a potential funder interested? (G)

Which project do you think the group should go with? (I)

Format:

- 10-15 min rehearsal time=15
- 5ish min pitch time/ team (both pitches)=10
- (Following each tandem pitch) Discuss and stress-test=5-10 minutes allotted for each group.

Assignment:

For the teams who pitched today:

1. Based on your pitch sessions and feedback, *refine* your proposal idea. Work collaboratively to do this. I can imagine this might take between 45-60 minutes.
2. **JOURNAL # 10:** What challenges do you foresee moving deeper into this proposal project?

Tentative UPCOMING KEY DATES:

WEEK7: The Pepper Foundation

WEEK 7: LOI

WEEK 9: Guest lecturer

WEEK 13: Scoring proposals

WEEK 14/15: Presentations