

# How to fund your dreams

--without having  
nightmares



by Jeanne Gleason, EdD  
New Mexico State University

# Our Dream

- \* Create a food safety exploration young teens love to work on for hours
- \* Create middle-school curriculum meeting national science standards teachers really need
- \* Create “Commercial” look & feel to the game
- \* Strengthen higher level thinking skills for middle-schoolers
- \* Show increase in young teens’ grasp of food safety science



# Constant testing in our Learning Games Lab



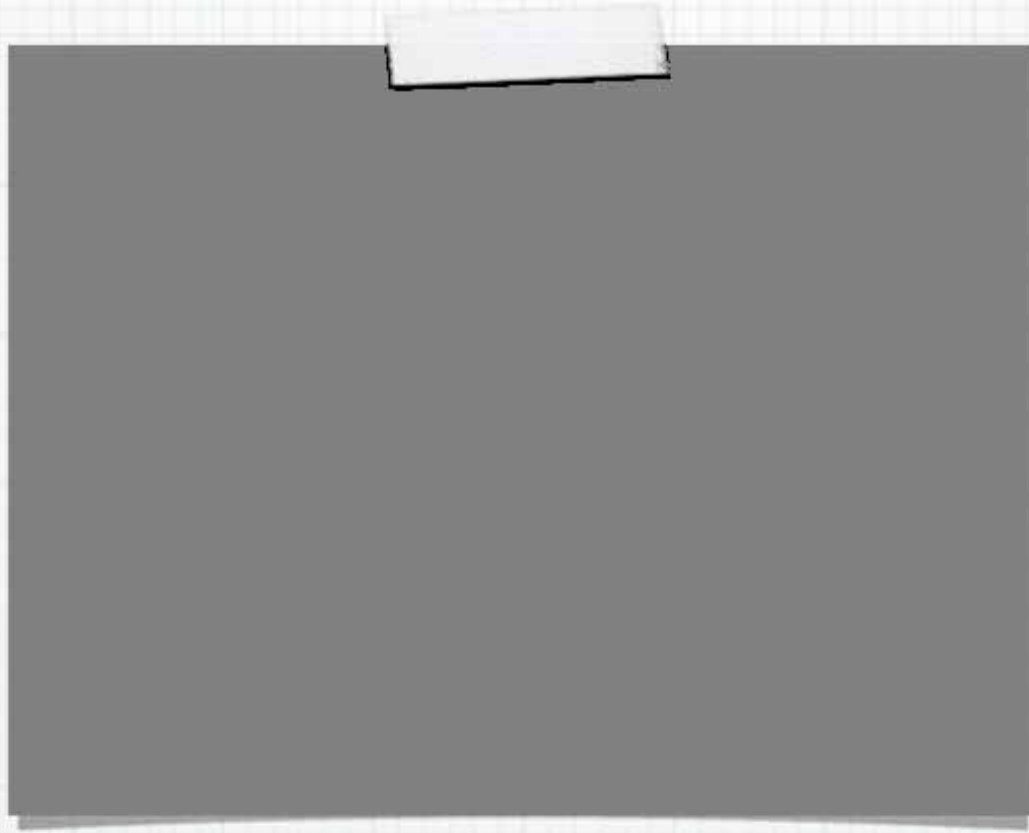
Our dream is coming true

QuickTime™ and a  
H.264 decompressor  
are needed to see this picture.



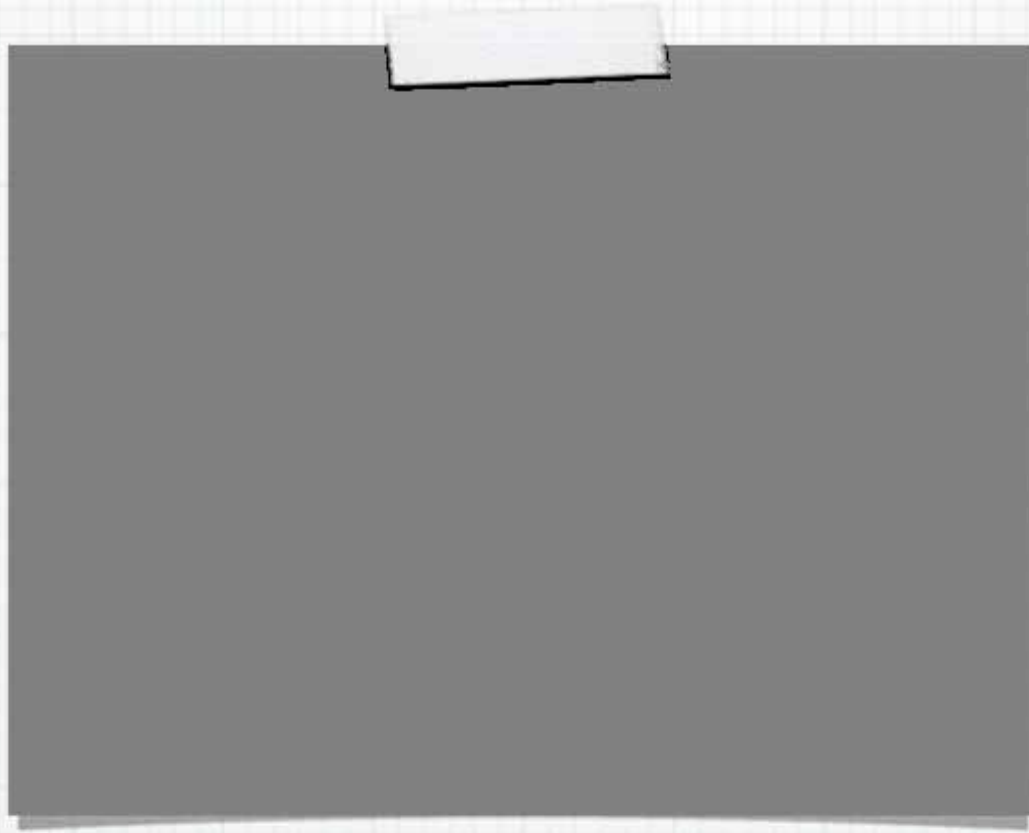


# The 5 Killer Myths of Grantsmanship



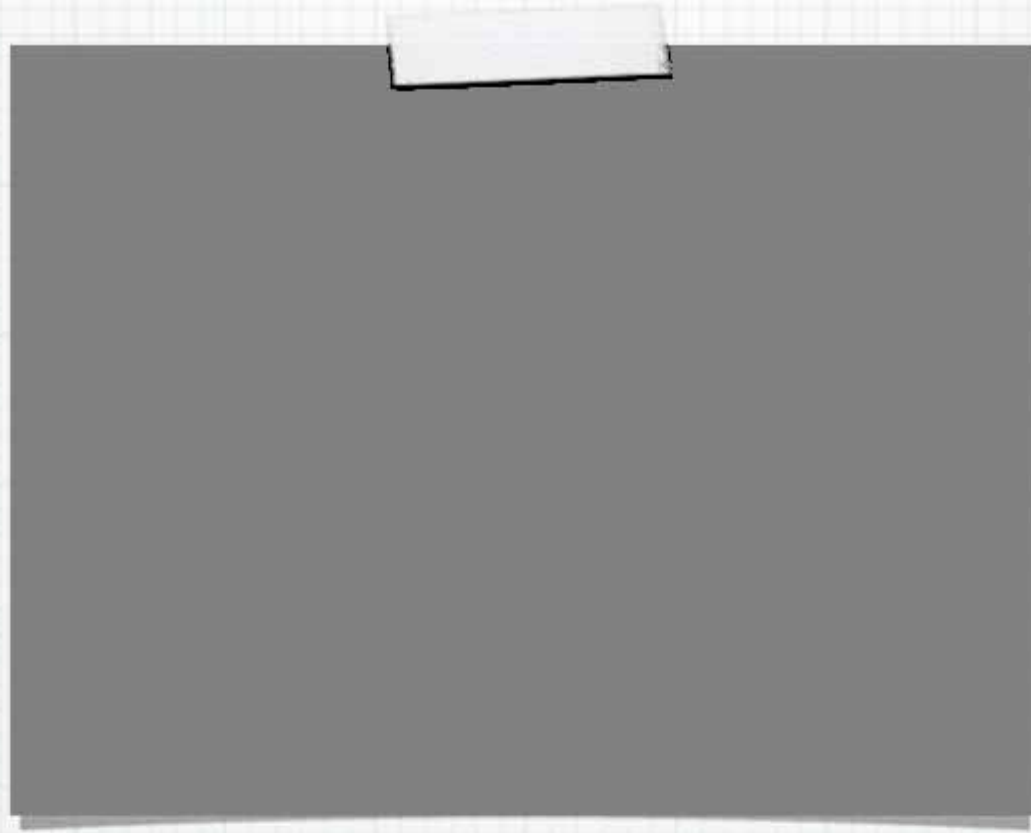
Killer Myth #5

Find it on the Web



Killer Myth #4

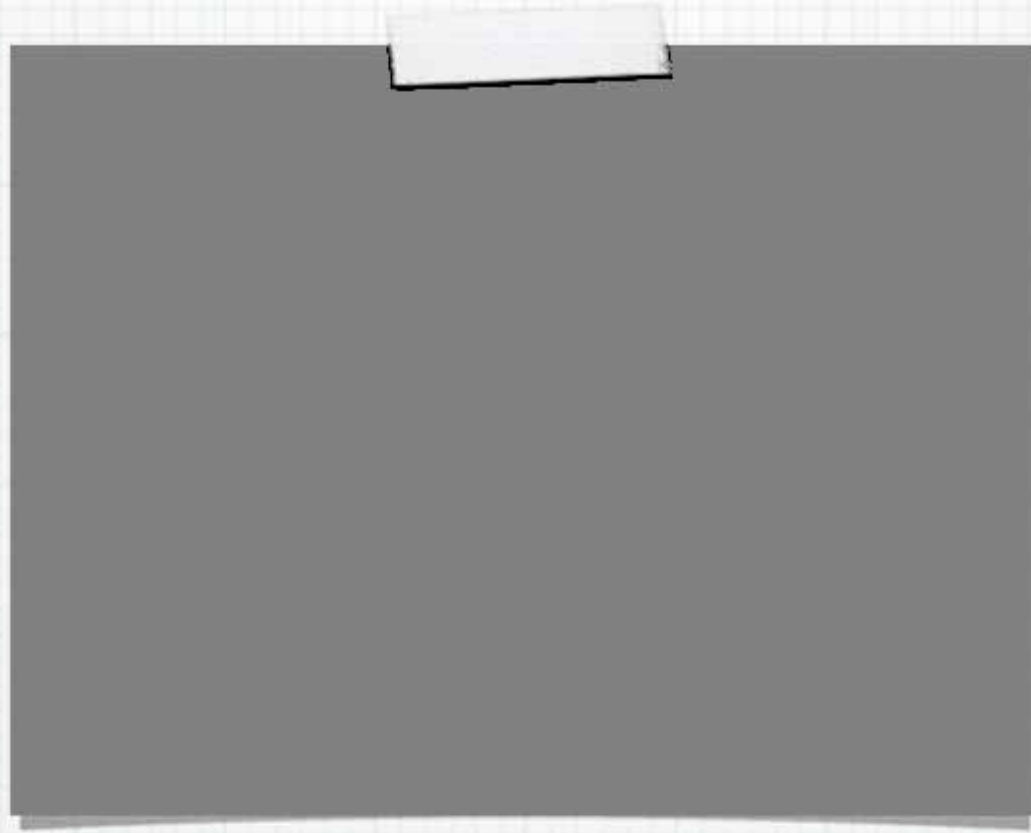
Invest a weekend to write



Killer Myth #3

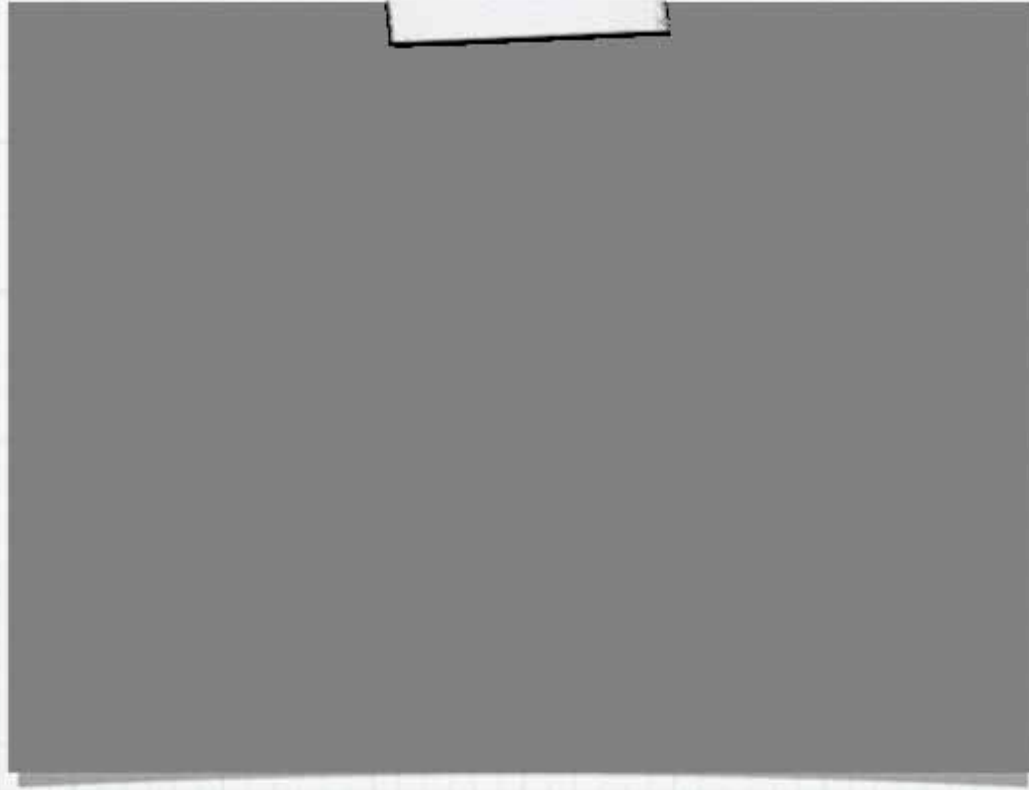
Do it all by yourself





Killer Myth #2

Just recycle an old  
proposal



Killer Myth #1

Just visit DC

# The Five Golden Rules of Grantsmanship



# Rule #1

The People With the  
Gold  
Make the Rules!

## Rule #2

The RFP is the “bible,”

Memorize it



# Rule #3

Find your niche

within a dynamic partnership



# Rule #4

Start so early  
you feel silly.

# Rule #5

Consider the age and  
condition of your review  
team

How to keep the  
Devil  
out of your details




- \* Respond to a REAL need
- \* Draft a 1 page summary
- \* Draft a budget
- \* Call your program officer
- \* Organize a REAL partnership
- \* Start the Forms

- \* Organize writing tasks
- \* Finalize the forms & budget
- \* Plan electronic submission
- \* Complete writing
- \* Reread, revise, (repeat)
- \* Submit for a 'mid-stack' slot

# How to survive rejection



- Take time to consider and reflect
- consider the comments carefully
- Ask for honest advice
- Correct the errors
- Try again



How to survive  
being funded!

- ❑ Build strong team ethics
- ❑ Start evaluation/testing early
- ❑ Be flexible to needed changes
- ❑ Fulfill your contract & report it
- ❑ Share your products freely
- ❑ Be planning your next proposal



Jeanne Gleason

New Mexico State University

[jgleason@nmsu.edu](mailto:jgleason@nmsu.edu)

505-646-5658