



*Bridge Over Troubled Waters*

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# Building Bridges Over Troubled Waters: Sustaining Your Initiative Through Difficult Economic Times

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## Teleconference Panel Presenter: John Brothers, Principal Cuidiu Consulting





## Top Fundraising Mistakes of SSHS Grantees

**ACCESSING OTHER GOVERNMENT FUNDING POOLS:**

*Solution* : WIA, TANF, AmeriCorps, Work Study funds are worth exploring.

**MISREAD BUREACRACY:** *Solution* : Whether its under or overestimating, internal leaders need to be sold to as well.



## Top Fundraising Mistakes of SSHS Grantees

**STAY IN SEATS** - *Solution* : Get out of grant writing roles and start forming relationships that will spurn funding.

**LACK OF SALESMANSHIP:** *Solution* : Package materials, get clear on message, understand the power of measurable results, know place in future of community.

**UNDERUSE PARTNERSHIP/COLLABORATION :**  
*Solution* : Rather than just share information, should share line items, people, legal status



Teleconference Panel Presenter:  
Marsha Sawyer, 2006 SSHS PD and Educational  
Consultant





## Core Concepts for Guiding Your SS/HS Initiative

- You Are Not Alone – During Difficult Economic Times, Every Organization Eventually Feels The Pinch
- Partnerships And Collaboration Are Critical – Relationships Create Opportunities To Move Forward When Vision Is Shared
- Use Data – Be Prepared to Manage Planning Through The Use Assessments At A Functional Level
- Beware Of Transitions Between Project Years – Monitor Budget For Accuracy



## Core Concepts for Guiding Your SS/HS Initiative

- Use Training As More Than Part Of The Implementation Of Your EBPs
- When Implementing New Programs – Outcomes Often Get Worse Before Getting Better
- Target Sustainability Early – Begin To Identify Potential Funding Sources From Day 1
- Cultivate Your Role As A Resource





John Brothers

Marsha Sawyer



 Safe Schools  
Healthy Students

