

“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?”

“Working with three federal departments to develop a grant is unbelievably complex – and we only had two weeks to pull it all together and submit it. The competition for the grant was fierce and people all over the country were applying for it. In two meetings...three hours total...we used Compression Planning and identified all the parts and pieces and most important, identified the holes that were missing and assigned them to people to complete.

“I know that without Compression Planning that school district and their partners would not have been awarded the \$9 million grant.” John Jeanetta The AIM Institute - Omaha, Nebraska

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

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.

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.

Your Instructors at CPI

“Just because someone wants you to go after a grant, it doesn't mean you should, necessarily!”- CPI Wisdom

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 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 189 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 has made me a better grant writer, and I think that even my own internal planning is more streamlined and efficient as a result." Jan Wolbers, Southeastern Community College - West Burlington, Iowa

This course is specifically designed for Writers/Leaders of Grant Writing Departments and Directors of Planning and Grants for Foundations

May 13 – 15, 2009

Co-sponsored by:

Sinclair Community College's Department of Grants Development
The Compression Planning Institute

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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.

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 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

"A new way to turn in a successful grant after you receive the RFP"

The Compression Planning Advantage

May 13 – 15, 2009

The Regional Learning Alliance

Cranberry Township

Pittsburgh Pennsylvania

\$1,995 - register before March 31, 2009 (\$2,495 USD after)

“I’ve experienced the effectiveness of Compression Planning many times. This is almost a ‘no-brainer’ decision. Approving this request is one of the easiest decisions I can make. I know the investment in the training will be returned ten-fold.” Pat Gerity Ph.D., VP Continuing Education/Workforce and Community Development, Westmoreland County Community College - Youngwood, Pennsylvania

Do you have to organize and facilitate meetings?

“I have used CP with our Foundation Board’s Strategic Planning committee. The response was very positive. They enjoyed the process and came out with several actionable items which they’ve already begun to accomplish.” Krissa Rumsey, Washtenaw Community College Foundation, Ann Arbor, Michigan

Take the dread out of grant planning meetings

Learn new ways to involve other key people in your planning without bogging down the process.

“Compression Planning has helped me help others generate ideas and organize objectives and activities for project design.” Sherry M. Burlingame, Ph.D., Triton College – River Grove, Illinois

“Compression Planning has been, by far, the best professional development opportunity I have had in many years. The approach is fresh, sensible and credible – it works “ Judy Reault Ph.D., Educational Service District 123 – Pasco, Washington

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’ll love the results of Compression Planning even more!

Use the CP process in your office to...

- Structure long term implementation and monitoring of meetings that relate 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
- Smooth out other processes you currently use in your office
- 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

Excel at collaboration.

Learn how to get multiple interest groups to agree on a plan.

“I’ve had the hardest core, most unbelieving people come into this process and think they’re just going to come and sit there. But before it’s over, everybody gets involved. It’s an infectious kind of thing. It really is fun!” Sula Hurley, Director of Planning and Grants, Greenville Technical College - Greenville, South Carolina

Permanent Relief from Bugged Down Planning Meetings

- 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

“I used Compression Planning with our board to set priorities for the areas we would pursue grants. Frequently working with such groups is like herding cats and CP helps reign them in and get people focused and committed. CP helped make the ideas concrete/specific. Joan Haley, SW Area Health Education Center & Coordinator, Pittsburgh Schweitzer Fellows Program - Pittsburgh, Pennsylvania

“CP helps get all the entities and departments on board for what we are going to do. The biggest benefit for us has been to get people on the same page priority wise.” Chris Shaw, Ohio University at Zanesville - Zanesville, Ohio

4 WAYS TO GET MORE ORGANIZED

Organize your grants office quickly (and easily!) and breathe a sigh of relief.

You’ll gain several easy-to-implement ideas:

- “Briefing Board” – Track tasks or projects from DO to DONE
- Learn about CP’s “Hardware System” – for office, home and away
- Take your planning on the road is easily with our portable CP Centers
- Discover the McNellis Executive Decision Making System

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 4 cooperating organizations who wanted to help girls get more interested in science. We received a 4 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 “

No More Unorganized, Tedious Meetings

- Learn how to apply Pure Form thinking and change the dynamics of your planning sessions to make them more productive and less frustrating
- Learn new ways to involve other key people in your planning without bogging down the project or process
- Learn how deal with Non-Stop Talkers and Other Challenging Types
- Learn how to return the program development responsibility to the administrator and avoid getting trapped outside your role as the designated “money getter”

This is a hands-on, do-it-as-you-learn-it skills development course. We’ll spend 20% of our time together sharing our wealth of knowledge and experience; you’ll be involved 80% of the time actually practicing the skills and tasks we reveal to you.

“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

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
- Witness a minimum of 12 CP examples regarding the grants process
- Take part in four live Compression Planning sessions to become comfortable with the process and its many uses.

- Receive 16 resources to help you with ALL of your planning efforts
- 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
- Learn many of the secrets that professional planners use which can be applied directly to grant development
- Walk away from our training with a design for your first Compression Planning session back home
- Design two issues or problems, then tailor your plans to your particular situation
- 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.

“I have used Compression Planning, to some degree, in developing grant applications 15-20 times. Participants in sessions varied from 4-20. I have never been disappointed in the product of a session. Jan K. Wolbers, Southeastern Community College - West Burlington, Iowa

Design Alert!

You’ll also learn how to use a follow-up service called ‘Design Alert,’ provided free by our company for the times when you face extremely short lead times or you need help dealing with the complexities of a subject or the makeup of a group

Take this rare opportunity to bounce your singular challenges off professionals who face and counsel on similar issues daily.

“I sent a Design Alert to Pat McNellis who provided great feedback.” Mati Brisbane, Grants Specialist, Thomas Nelson Community College – Hampton, Virginia

Specifically designed and conducted for Writers/Leaders of Grant Writing Departments and Directors of Planning and Grants

May 13 – 15, 2009

Co-sponsored by:
Sinclair Community College's Department of Grants Development
The Compression Planning Institute
The Regional Learning Alliance - Knowledge Point Academy

"I'd recommend the Compression Planning Institute for Grant Developers to any and all grant writers! At last month's AAGP national conference (www.grantprofessionals.org), I touted CP to a roomful of grant writers – at least 60 of them – during one of the conference sessions." Brooke L. Young, East Aurora Schools District 131 - Aurora, Illinois

Turn in a successful grant after you receive the RFP

The Compression Planning® Advantage
May 13 – 15, 2009
The Regional Learning Alliance
Cranberry Township
Pittsburgh, Pennsylvania
\$1,995 USD - register before March 31, 2009
\$2,495 USD - registration after March 31, 2009

Why Grant Developers find Compression Planning Advantageous:

- You can use CP methods when upon receiving a request for a proposal (RFP) from an agent, sponsor, or foundation
- You learn and practice 7 ways to obtain clear outcomes from your planning work.
- You'll discover how a great "design" helps you determine the two, three or four things you need to 'flesh out' in order to develop the grant
- You'll learn 5 steps to discern who should be in a CP session and ways to engage them
- You'll be given a 7 step formula to quickly determine how to achieve your desired outcomes - the "deliverables"
- If you are seeking National Science Foundation grants, you'll learn many "insider secrets" to help you compete and win your share
- CP will help you make your proposals more competitive with less hassle, frustration and last minute "running around"
- You'll discover an alternative to working 70 hour weeks close to a grant deadline because someone in your office deferred processing it until the last possible moment.

Get Out and Stay Out of 'frenzy mode'

- Learn ways to get your proposal in the “more competitive range”
- Enhance your interviewing and listening skills to draw out required information from people efficiently
- Learn 7 secrets for managing a development with multiple partners (i.e. dealing with all of the following and more):
 - National collaborators
 - State Government grants
 - Foundations
 - Private corporations and individuals.
 - Department of Education
 - Department of Transportation
 - Department of Homeland Security

Learn practical solutions in a “learn-by-doing laboratory” at CP

To reserve your spot or find out more information about the Grant Writers Compression Planning Institute May 13 – 15, 2009 please use the contact method you like best:

1. Call Stephanie (Institute Concierge) at 1-800-569-6015 or 724-847-2120
2. E-mail Stephanie at stephanie@compressionplanning.com
3. FAX your registration form to: 724-746-1919

We look forward to having you at one of our upcoming sessions! Your success is our business.

Best wishes,

Jerry McNellis

President Compression Planning Institute
724-847-2120
jerry@compressionplanning.com

P.S. - Before the Grant Writers Institute, one of our CP professionals will call each participant to personally discover the unique needs and situations you face. We'll tailor the training to your needs as closely as we can to address your unique situation. That's another reason to register early.

P.P.S. - You can go to www.mycpcommunity.com/braintrains for interview I did with “Mr. Grant Developer”, Neil Herbkersman of Sinclair Community College and learn many of the ways he uses CP in his day-to-day work.

P.P.P.S. - If you consider yourself an “old dog” who knows all the tricks, please read the following...

“We’re now using Compression Planning with every single proposal we develop.” Judith Cawhorn, Executive Director of Grant Development, Mott Community College, Flint, Michigan

Order Form

Yes Stephanie,

By attending the Compression Planning Workshop, I agree and understand the following:

- * I realize I’ll receive a reference manual and special copyrighted materials and tools for designing and leading Compression Planning sessions
- * I understand I can take photos of any McNellis developed storyboards and any of other participants with their permission
- * I understand the learning experience is a hands-on-lab and not a lecture based learning approach
- * I understand the Learning Lab is based on proven adult learning principles using clear demonstrations, guided practice, independent practice and repeated use of the Compression Planning process on mine and other participants “real every day issues”
- * I understand I will receive a monthly e-zine newsletter – The BrainTrain – to support my facilitation and implementation of Compression Planning
- * I understand that there is a FREE follow-up consultation service called Design Alert which I may request help from a Compression Planning Institute staff member and they will respond to me within 24 hours.
- * I understand the fee for the workshop, day time meals and break service, all workshop materials, BrainTrain e-zine, follow-up Design Alerts is \$1,995 prior to March 13, 2009, \$2,495 after March 13, 2009
- * I also understand the three ways I can pay are:
 - * Single payment through Paypal
 - * 3 equal payments with \$100 additional fee
 - * 6 equal payments with \$ 200 additional fees
- * I also understand that if I am not 100% satisfied with what I learn and how it will help my organization or my personal consulting practice then I have up to 180 days to request a 100% refund of all my tuition fees that I pay you and that a check will be issued to my organization or to me within 48 hours of my request.

* I understand I am to judge the guarantee and there isn't any small print or "technicalities" behind this guarantee.

* I commit to learning how to design and facilitate a Compression Planning session and commit my talents and energies to practicing and developing my skills with the process.

With this understanding, sign me up!

REGISTRATION FORM

Name: _____

Title: _____

Organization: _____

Address: _____

Phone: _____ FAX: _____

Email Address: _____

You can submit this information in any of three ways.

1. Call Stephanie (Institute Concierge) at 1-800-569-6015 or 724-847-2120

2. E-mail the above information to Stephanie at
Stephanie@compressionplanning.com

3. FAX your registration form to: 724-746-1919

How did you find out about this workshop? _____

What Other Grant Developers have to say about Compression Planning...

“... 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 Lendzion, Riverside Community College District - Riverside, California

***“Compression Planning has been an invaluable tool in developing grant applications at Rogue Community College. We have used Compression Planning to brainstorm potential projects for specific grant opportunities, and then used CP to bang out the specifics of project design and implementation in record time.
Mary O’Kief, Rogue Community College – Grants Pass, OR***