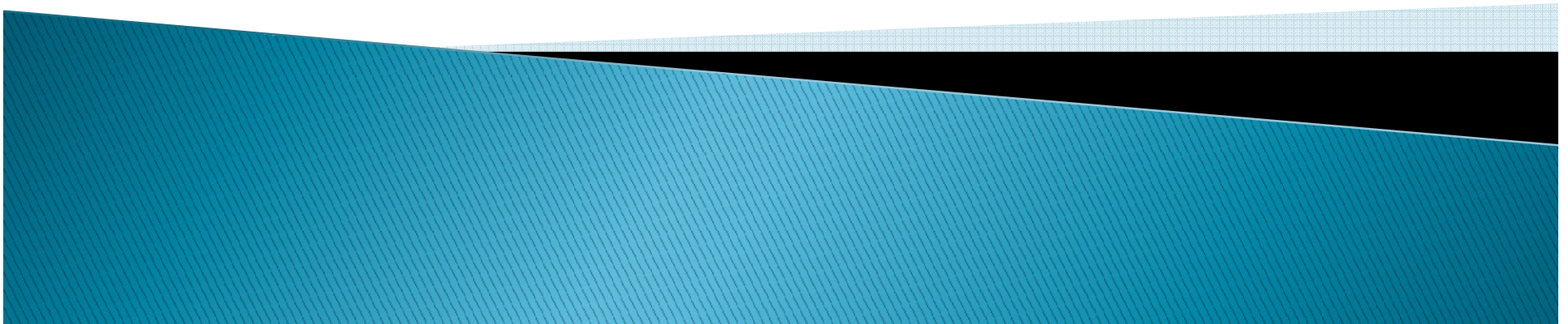


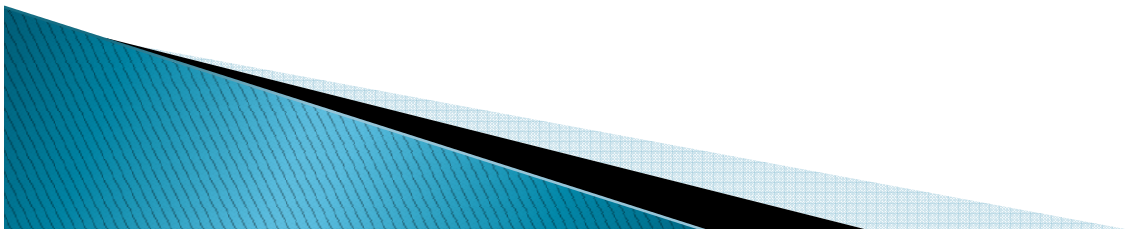
Writing Grants to Help The Program, The Community and You.

Paul Engelhardt
Senior Coordinator
Cardiovascular Disease Fellowship Training Program
And Clinical Cardiac Electrophysiology Fellowship Training Program
Advocate Illinois Masonic Medical Center
Chicago, IL



DISCLOSURE

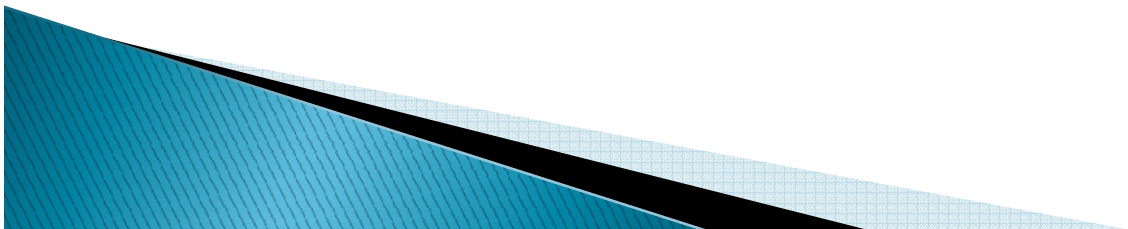
- ▶ I have no relevant financial relationships with any commercial interests to be disclosed.
 - BUT I do have other things to declare!



Objectives

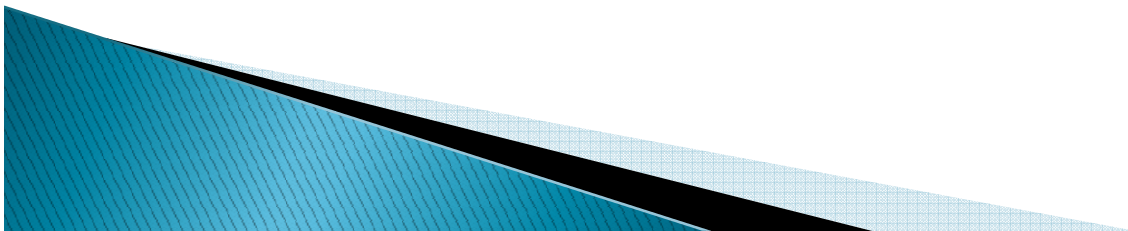
When this conference is complete, you should be able to:

- ▶ Identify the key components of effective grant proposals
- ▶ Identify strategies that contribute to the development and submission of well written grant proposals
- ▶ Demonstrate what grant proposal reviewers are looking for



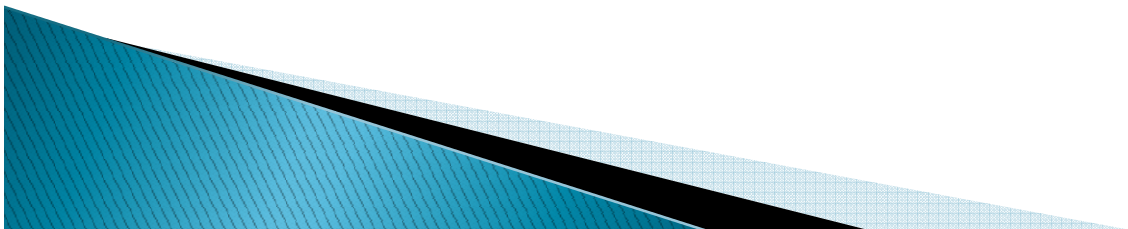
My Grant Writing History

- ▶ My first grant application.



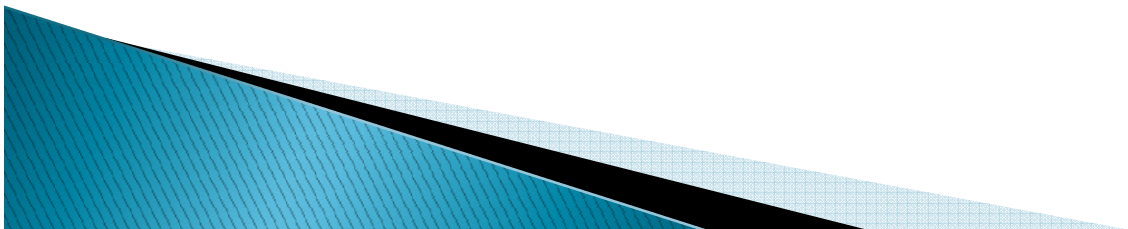
Why Write A Grant?

- ▶ Fellows in a PGY year that GME may not be interested in paying for
- ▶ Research Projects
- ▶ Improvement Projects
- ▶ Others?



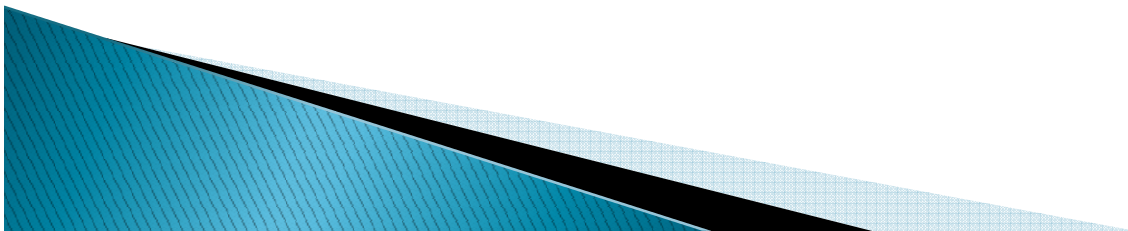
Where to Start?

- ▶ Start with something you are passionate about.
- ▶ Find Foundations and Grantors.
 - Donor's Forum
 - Pharmaceutical/Medical Device Companies (discuss with your GME and Risk Management offices)
 - Local institutional grants (e.g. President's Fund)
 - State or Local American College of Cardiology or American Heart Association or other organizations.
 - National Institute of Health (big leagues!)



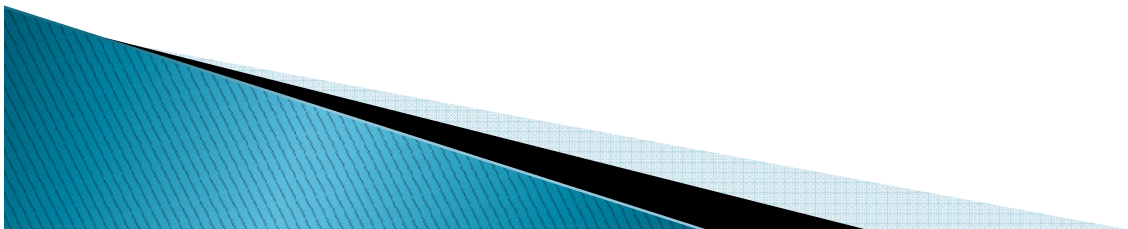
Donor's Forum

- ▶ Library with large volume of print material
- ▶ Online



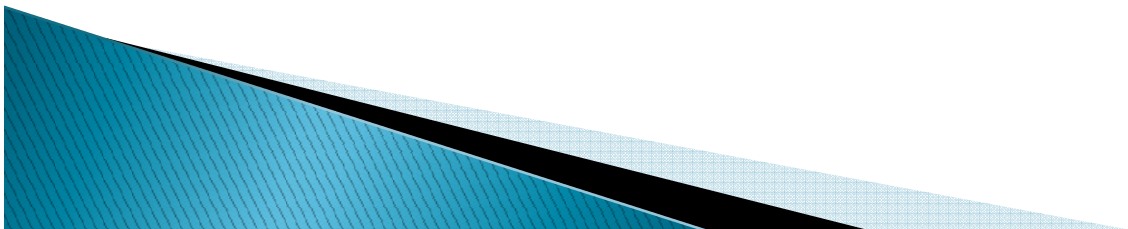
Other funding opportunities

- ▶ Published articles with funding grants may state who funded them.
- ▶ Google?



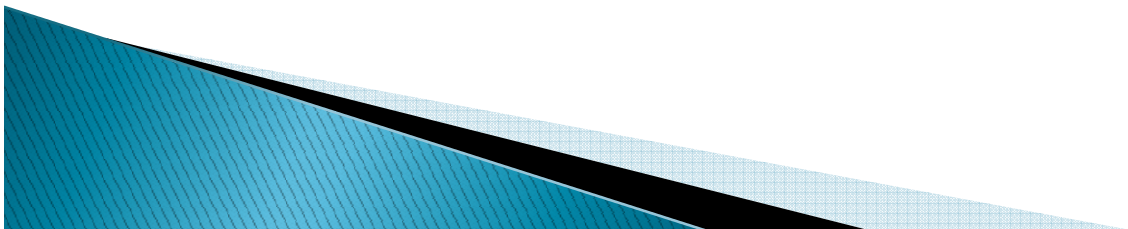
Show of hands!

- ▶ Who has done a PIF?
- ▶ Or a CARR?
- ▶ Or a Milestone Evaluation?



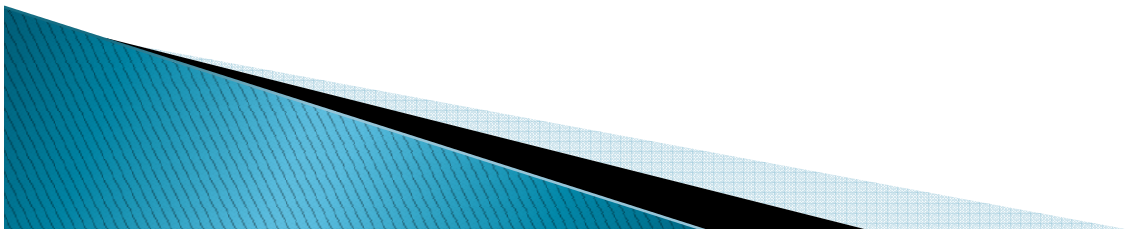
SURPRISE!

- ▶ It takes the same skills!
 - Attention to detail
 - Making big problems seem like minor issues
 - Making minor advances seem like major influences.
 - In short – making molehills from mountains and visa versa.



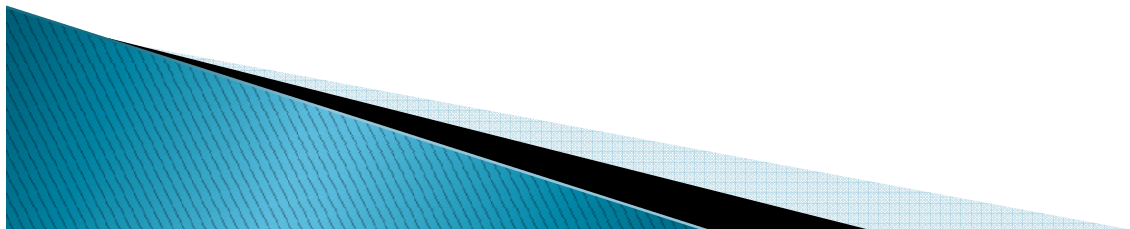
Grant Preparation – General

- ▶ Define the scope of work to focus your funding search –be clear.
- ▶ Determine project goals (SMART goals).
- ▶ Identify potential funding sources.
 - What have they funded in the past?
 - Acquire proposal guidelines.
 - Know the submission deadlines.
 - Pay attention to any word/space limitations.
- ▶ Determine personnel needs.



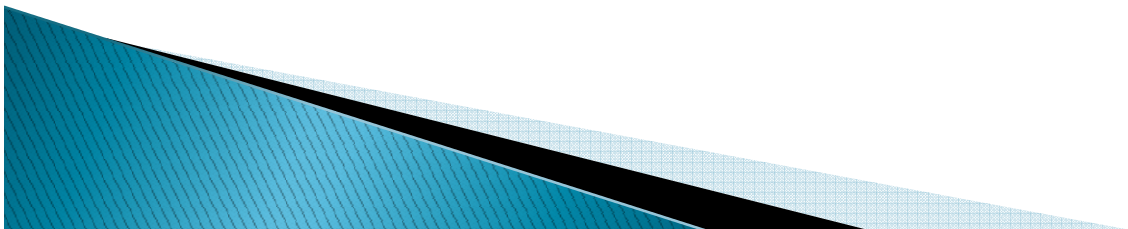
SMART Goal

	Bad Goal	Good Goal
	I'm going to lose weight	I'm going to lose 10 pounds by June 23, 2015.
Specific	✘	✘ (lose 10 pounds)
Measureable		✘ 10 pounds
Attainable		✘ yes
Realistic	✘	✘ yes
Time-based		✘ June 23, 2015



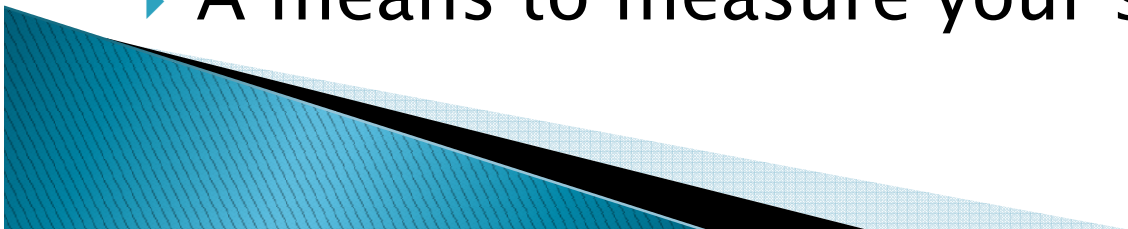
Grant Preparation – Specific

- ▶ Ideally find an hour when you won't be interrupted.
- ▶ Have data close at hand.
- ▶ Make sure you have any necessary documentation.
- ▶ Take each question one at a time.
- ▶ Set the scene—do whatever you need to get your first draft down for the narratives and cover letters.

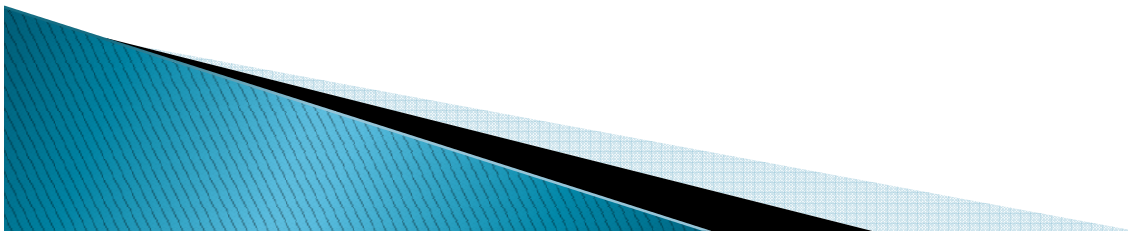


What do reviewers want to see?

- ▶ Well organized and well written proposals
- ▶ Headers and sub headers to make it easy to read and follow (in THEIR order!)
- ▶ Specific description of how the proposed project will achieve activity goals and objectives
- ▶ Is it responsive to the proposal requirements
- ▶ Does it clearly identify an important need/project (gap?), coupled with fresh insight into how to approach it.
- ▶ A means to measure your success/failure

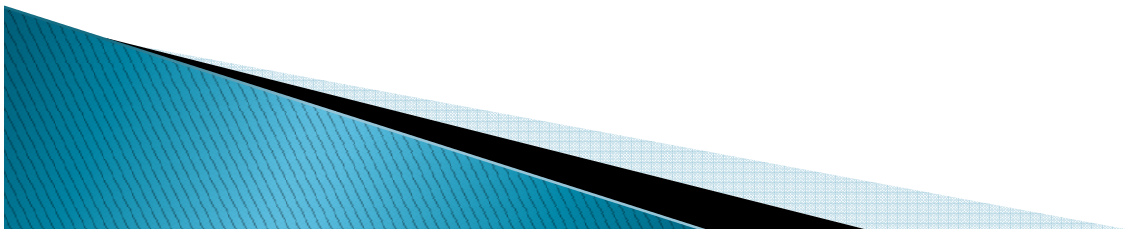


“Writing a grant is like term papers for adults.
You may not want to do it, but it’s not that
hard and it may be good for you and your
program.”



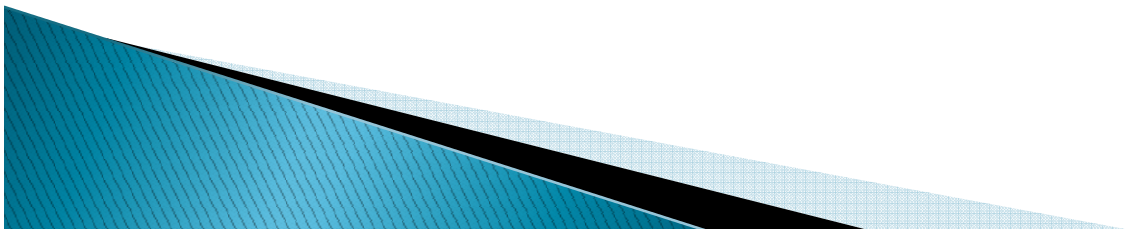
Good grant proposal

- ▶ Demonstrates the value of the proposed activity/project/general support
- ▶ Specifies goals and objectives
- ▶ Presents the best methods for achieving these goals
- ▶ Develops a feasible evaluation plan
- ▶ Presents realistic administrative plans and budget
- ▶ Sells the reviewer on the importance of your idea, the soundness of your approach and ability to pull it off and your ability to provide data to prove you pulled it off
- ▶ Development of Statement of need



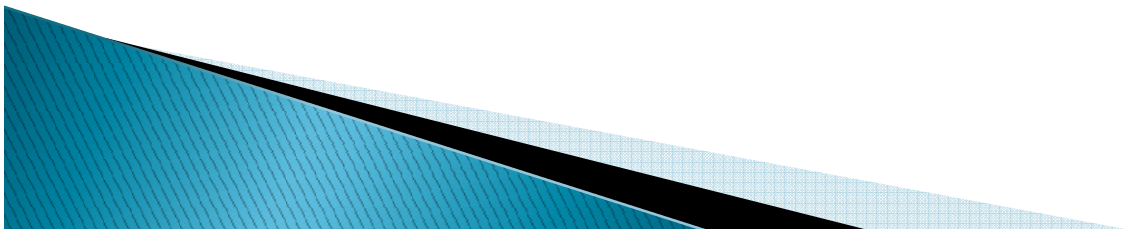
Statement of need

- ▶ Describe the target population to be served
- ▶ Define the problem to be addressed (e.g. practice gap, patient safety, etc.)
- ▶ Relate purpose to goals, objectives and mission



Sunshine Act (from AMA.org)

- ▶ Physician Financial Transparency Reports (Sunshine Act)
- ▶ The Physician Payments Sunshine Act requires manufacturers of drugs, medical devices and biologicals that participate in U.S. federal health care programs to report certain payments and items of value given to physicians and teaching hospitals. The Centers for Medicare & Medicaid Services (CMS) has been charged with implementing the Sunshine Act and has called it the Open Payments Program.



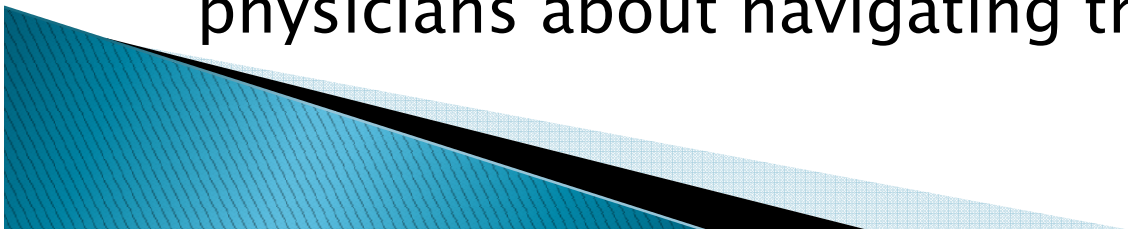
Sunshine Act (from AMA.org)

- ▶ Reports on 2013 data were released to the public Sept. 30 and are available at [cms.gov/openpayments](https://www.cms.gov/openpayments). Be prepared for inquiries from the media, your patients and your friends:
 - Know what is reported about you. If you have not already completed the three-step registration process to review your data, you should do so now (see key steps and dates below).
 - Be ready for questions by providing context on the reported items. Download [customizable talking points](#) to use in your conversations with the media, patients and friends.



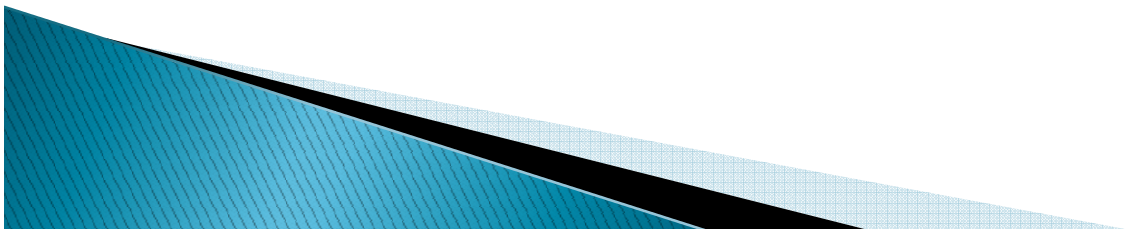
Sunshine Act (from AMA.org)

- ▶ Questions? E-mail CMS' Open Payments Help Desk at openpayments@cms.hhs.gov or call (855) 326-8366.
- ▶ Share your experiences: Please let us know how your experience is with registering in the Open Payments System by sending an e-mail to OpenPayments@ama-assn.org. Your responses will be used in the AMA's ongoing advocacy efforts.
- ▶ Get additional #SunshineTips: [Look up this hashtag](#) on Twitter for pointers about the registration and review process, including insights from fellow physicians about navigating the system's quirks.



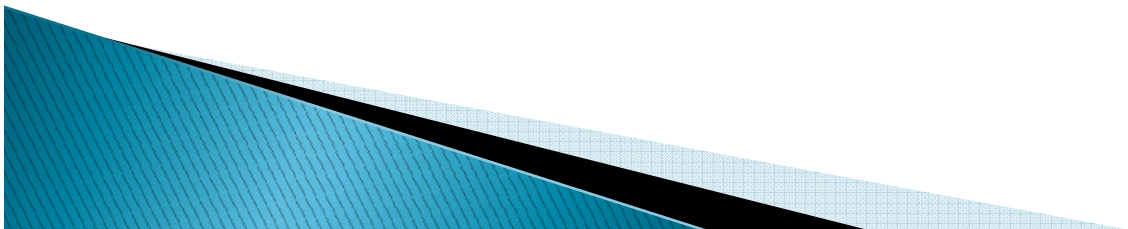
Grant writing can help the program...

- ▶ Additional funds
- ▶ Starting new projects
- ▶ New equipment
- ▶ Reimbursement for salary
- ▶ Makes the program look good for GME and upper level hospital administration



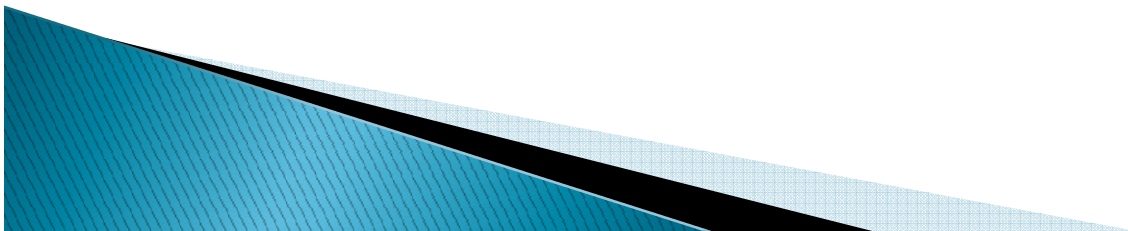
Grant writing can help the coordinator...

- ▶ Builds self confidence
- ▶ Makes you more marketable
- ▶ Looks good to Program Director and GME office
- ▶ Looks good to the institution and upper level management



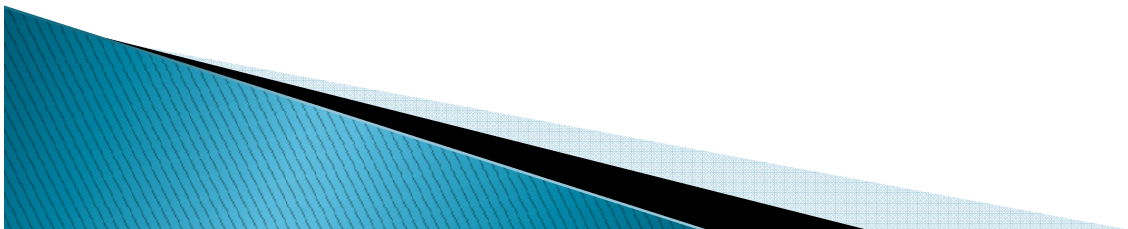
Grant writing can help the community...

- ▶ New technologies and equipment
- ▶ Increased medical knowledge
- ▶ The hospital/program potentially gaining positive media attention
- ▶ Increased patient safety



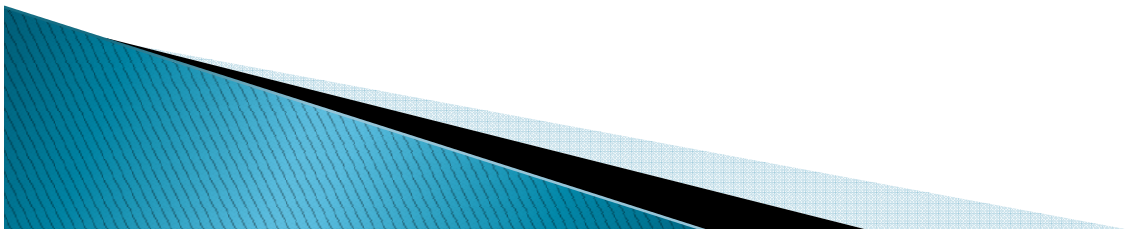
10 things to remember

1. Make sure your goals match the goals of the grantor
2. Review carefully the requirements. Do you have ways to track what the grantor is asking?
3. Proofread
4. Don't create it in a vacuum – have others review, get assistance from Finance, Risk Management, GME, etc.



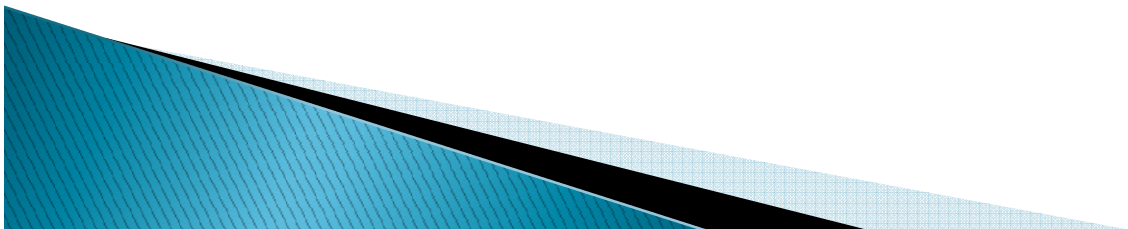
10 things to remember

5. Follow up –
 - If you get the grant, fill out acceptance form and send a thank you letter.
 - If not, contact a reviewer to see how you can be helped next time.
 - Stay on top of any subsequent reports needed.
 - If this is an annual grant, note when you may apply again.
6. Proofread AGAIN – make sure ALL questions are answered and answered thoroughly.



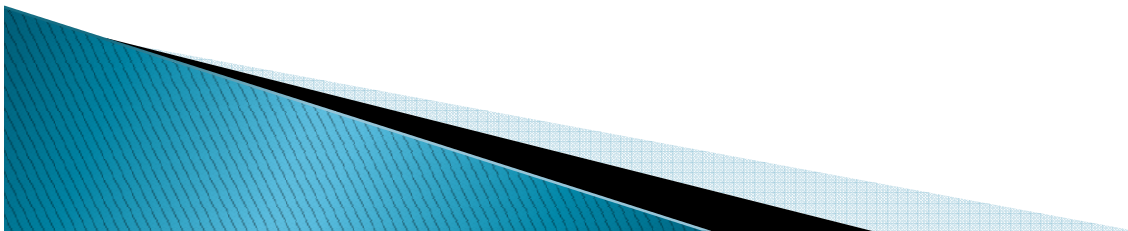
10 things to remember

7. Make sure if there are word limits you have kept within those limits (Easy reject from a grantors perspective)
8. Be patient
9. Keep trying; keep looking for new grantors
10. Did I mention proofread? Have at least two others look at it too.



Samples

- ▶ Grant for EP salary
- ▶ Off site grant





Questions?

