

Got it all in your head but not on paper or all in one place?  
If you're a nonprofit without clear direction on paper, then you're not ready for grant donor research or proposal submission.  
Let me help you put these in place—so you can leverage them right now and use them as a foundation for future grant proposals.



**B. Lou Guckian** — award-winning, published, business writer, 2009 S.C.O.R.E. "Success Story," 2008 SBA "Home-Based Business Champion" in five states, a certified small business, and cofounder of Daddy's Barbecue Sauce — is channeling 25+ years of professional writing, communication and marketing expertise into providing **501(c)(3) nonprofits affordable** development of basic documentation needed for donor research. Ms Guckian also has published more than 175 articles in corporate magazines, major daily and weekly newspapers, and business journals and magazines:

*Fiesta Magazine*  
*NSIDE Business Journal*  
*NSIDE M.D. Medical Journal*

*San Antonio Business Journal*  
*San Antonio Express-News*  
*The SUNs Newspapers*

*The Gonzales Inquirer*  
*The Broadcaster,*  
*CPS Energy*

### What I'm offering: Three-Step Process

- Up to one hour FREE initial consultation to discuss your nonprofit's needs and focus.
- **First Step:** Creation/Development of your organization's foundational documentation, including:
  - Formal Structure; Profiles/Bios for key staff and board members
  - History and Mission; Product, Services and Audience Served; Awards and Recognition; Revenue Resources; Volunteers and Membership
  - Existing Resources and Needed Resources: Facility; Equipment; Product Production or Services; Volunteers and Community Involvement; Community Feedback; Testimonials (Community Leaders, Partners/Affiliates, Donors, Recipients)
  - Current Budget, Future Budget Forecast (1 to 5 years)
  - Support Documents: Legal / Formal Papers; News Articles; Press Releases
- Affordable, competitive rate: \$65/hour for all services and products.
- Simple service agreement with advance good-faith payment and weekly invoicing.
- Completed documentation on CD and in hard copy.
- **Second Step:** Grant donor research for best matches.
- Accompany nonprofit leadership to pre-submission "scouting" meetings with prospective donors.
- **Third Step:** Grant writing of Letters of Inquiry and Full Grant Proposals and Applications.
- **PLEASE NOTE: NO ONE can guarantee that any proposal will win a grant award.**

Call me **8+ weeks before** you miss an important proposal deadline!

**Fish & Hook**  
B. Lou Guckian

(210) 744-8552

[blguckian@guckianwriter.com](mailto:blguckian@guckianwriter.com)

[www.guckianwriter.com](http://www.guckianwriter.com)