

PLANET PHILANTHROPY 2026 | FIRESIDE CHAT

Both Sides Now

The Give-and-Take of Grant Wins and Misses

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What's changed in grantmaking?

THEN

- Broad prospecting
- Transactional interactions
- What was reported
- Reporting requirements
- Outputs

NOW

- Mission alignment
- Strategic relationships
- What can be verified
- Trust and partnership
- Outcomes and impact

Beyond the proposal

01 ALIGNMENT DISCIPLINE

Not every funder
is the right funder.

03 TRACKING & CONTINUITY

Funders remember.
You should too.

02 RELATIONSHIP BEHAVIOR

Relationships provide context.
Context shapes decisions.

04 ORGANIZATIONAL READINESS

Proposals reflect the
organization behind it.

BOTH SIDES NOW

Quality of
relationships trumps
quantity of proposals.



BOTH SIDES NOW

Stronger alignment drives stronger outcomes.



BOTH SIDES NOW

Not every
opportunity is the
right opportunity.



BOTH SIDES NOW

Institutional memory is a strategic asset.



BOTH SIDES NOW

**Relationships belong
to the organization,
not the individual.**



BOTH SIDES NOW

Proposals don't
build relationships,
people do.



BOTH SIDES NOW

Grant writing doesn't start with the writing.



BOTH SIDES NOW

No one writes a winning grant alone.



BOTH SIDES NOW

Grant writing is a team sport.



BOTH SIDES NOW

**A proposal is only
as strong as the
organization behind it.**



BOTH SIDES NOW

**The strongest relationships
begin with curiosity, not
transactions.**



BOTH SIDES NOW

Seek more than funding.
Seek understanding.



BOTH SIDES NOW

Better alignment
Better relationships.
Better outcomes.



BOTH SIDES NOW

Great grantmaking is more than money.



Questions?



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