ELEMENTS OF A GOOD PROPOSAL

1. A good idea
2. Relevancy and significance
3. Demonstration of competency/expertness
4. Technical accuracy
5. Completeness
6. Good writing

FATAL FLAWS

1. Don’t read the RFP/A
2. Make an aim dependent upon another aim
3. Disregard the technical specifications
4. Ignore the mission of the granting agency
5. Propose to do too much/too little
6. Leave out supporting documentation
7. Have the money requested drive the scope of work