

Strategies for Securing an Ideal Prime Applicant

- How to identify an ideal prime applicant: for example the Miami Foundation
 - [Sample Invite Letter sent to the Miami Foundation or to a local community foundation](#)
- How to make a catchy initial ask
 - Identify your best messenger and format your message to elicit a solid response
 - Show momentum, drive, and the specific ways you have set them up for success
 - Do your research and stoke their imagination, take 1: flattery if authentic will get you far
- How to lock in their participation
 - Arrive with narrative entries already done; but communicate flexibility and desire for input
 - Do your research and stoke their imagination, take 2: solid preparation gets the worm