

**Text Chat Transcript from April 23 Webinar:  
Ten (or So) Tips on Grants, LSTA and Making a Successful Pitch**

Eileen O'Shea:here's a link to the 5 year plan:

<http://library.ca.gov/grants/lsta/docs/LSTA5YearPlan2013-2017.pdf>

Eileen O'Shea:slides, a handout and the archive can all be found here:

<http://infopeople.org/training/ten-or-so-tips>

Alex Cherian:Question re. "Visualize Success": would you encourage us to cite recent (much smaller scale) projects that have addressed a community need, that serve as inspiration to propose a more ambitious project?

Infopeople Project:i believe they are going to answer questions at the end so hang in there alex. thanks.

Alex Cherian:Cool: I can't type fast, so wanted to get in in there!

Steve Fjeldsted:Hello From South Pasadena

Andie Apple:Thanks for the pitch template - a huge help!

Darla Wegener:This looks really good

Infopeople Project:you can find that template and all the other materials related to thie webinar at slides, a handout and the archive can all be found here: <http://infopeople.org/training/ten-or-so-tips>

Mary George :Robert, you sound so conversational! Not scripted AT ALL!

Darla Gunning:That template is great, highly recommend you look at this closely!

Steve Fjeldsted:If money goes back, does it get reallocated?

Candice Mack:What is the timeline for pitching, etc?

Darla Wegener:Remind us of the timeline for the pitch?

Norma Arvizu:Would too many staff pitching the grant hurt you?

Alex Cherian:That's helpful, thanks Robert.

Catherine Dunn:If you are working directly with a consultant for your project is it appropriate to include the consultant during your actual pitch?

Eileen O'Shea:what is the best way for people to stay aware of those deadlines?

Joanna Axelrod:In terms of the actual phone conversation, do we get a set time limit for giving our pitch? ex. 15 min and then 15 min for questions?

Joanna Axelrod:Good advice, thank you Robert! Also, I love the idea of making a state library consultant my "best friend" as per Michelle's advice :). How do we go about doing that and finding out who our consultant is?