

# A GUIDE TO IDENTIFICATION AND INVESTIGATION OF FUNDING SOURCES

This paper is to serve as a guide to the identification and investigation of funding sources that may provide financial support for your involvement in the **CREIGHTON MODEL FertilityCare** Education Programs offered by the FertilityCare Center of Kansas City. It reviews general categories of resources and avenues of approach to take in requesting assistance from these sources; especially those successfully utilized by previous students of this program.

## GENERAL CATEGORIES

### **Institutional Support**

It is important to understand that your education FertilityCare Center of Kansas City **CREIGHTON MODEL FertilityCare** Allied Health Education Program is an investment on the part of any institutional funding source that may support you in your endeavor to deliver quality FertilityCare services in your community.

### **Church**

Considering the nature of your request, the institutional Church is a logical place to start. Your locale and the extent of your present involvement in FertilityCare will determine where and with whom you begin your search for support.

### **Couples/Individuals Receiving Church Support**

Couples/Individuals already receiving Church support, whether it be financial or just approval to operate in a specific area or place, may desire to go first to that individual directly responsible for the support. This might be a Family Life Director, a Coordinator of Natural Family Planning Services, or the local Ordinary (Archbishop /Bishop or in the case of non-Catholic churches the President, etc.). In all cases it is important to seek a personal interview and at that time to discuss the upgrading of services by receiving the highest quality of education now available. Education and Certification is important not only to you as a teacher, but also to your funding source, as it reflects their commitment to quality FertilityCare services.

### **Couples/Individuals Not Presently Receiving Church Support**

Couples/Individuals not presently receiving Church support may wish to begin by investigating assistance on the local church or parish level first. Again, personal interviews should be sought in order to build understanding and gain valuable assistance in reaching the people who can support you financially.

Whether or not you are already receiving institutional Church support, investigate support on the organizational level as well. Almost all church bodies have **organizations** that are not dependent upon the local Ordinary for operation or decision making, and they can be approached for assistance. These are usually organizations of the laity (e.g. Council of the Laity, Council of Catholic Women, Knights of Columbus, Ladies Alter Society, the Deanery of local parishes, Serra Club, etc.), which would be sympathetic and understand how the local community would realize a valuable return on their investment. If you know people personally who are active in such organizations (either at a parish, chapter, diocesan or state levels), seek their active assistance in gaining organizational support.

### **Health and/or Social Agency**

Health Center or Social Agency support is probably most viable for those individuals already associated with such institutions. Those individuals who are investigating a support base for FertilityCare Services in their community should not overlook this area. Such institutions should be able to recognize that a center cannot operate without trained teachers and that quality education is essential to providing a professional service that meets the needs of the community and reflects positively upon the institution. Whether or not you are presently attached to such an institution, seek an interview with the decision-making person(s) who handles community service projects. This would generally be the Health Center's Administrator, Director of Community Services, or the social agency's Executive Director or Director of Professional Services. If you are or plan to charge a fee for services, calculate the rate at which you would be able to

return the institution's investment in your education. You may find that a large portion of the investment will be returned within the year that you are in the education process. In this light, education grants are much easier for the institution to justify in terms of budget considerations.

### **Foundation Support**

Foundations exist for the purpose of supporting financially those projects and/or persons that the foundations deem worthy of support and meet their stated goals as philanthropic/charitable organizations.

The fact that most foundations receive numerous requests each year should not deter you from investigating them as funding sources. For your purpose of obtaining a training or educational grant or scholarship, those foundations that are most likely to help include:

- Those known to consider requests for individual assistance
- Those known to fund principally in your geographic area
- Those moderate in size.

In any case, the person to be approached for a personal interview is the Executive Director or Chairman of the Board of Trustees. Many foundations, even some with very large expenditures, have only a few members with the decision making power, and these usually follow the inclinations of the Chairman. Also, the Chairman of the Board is usually very approachable and interested in new requests, as it is part of his personal dedication to be a caring and concerned individual.

Because the foundation board may meet only monthly, quarterly, or even semi-annually, it is important that you move promptly and seek an interview with the individual who may be able to act on certain matters outside of the stated and/or scheduled process.

Foundation names and addresses, names of the chairman and members of the board, size, interests, and geographic areas in which funding is principally given can be found in various directories. Foundation source books should be available in most metropolitan and university libraries.

### **Military Support**

In some cases, a spouse of a military person might receive some financial assistance through the Military Archdiocese. The active duty military person applying for the **CREIGHTON MODEL FertilityCare System** Allied Health Education Program should contact Military's Education Service Office prior to submitting any monies on their own behalf and apply for the continuing education funding. If approved the military will pay 75% of the tuition only, no books or materials, or room and board are included in this. The first place to check is with the Education Office on the military base where you are stationed. If that is not available contact Navy Campus Education Center, Great Lakes, IL 847-688-5339, Army Education Center, Ft. Riley, KS 785-239-4836 or 5306, or Marine Education Branch MCCDC, Quantico, VA 703-784-5761, Air Force Education Office at Offutt Air Force Base, 402-294-5716.

### **Personal Support**

Couples/Individuals who find themselves unavailable due to funding sources mentioned above may have to rely on more personal sources of support such as a gift or loan.

### **Employer**

Many employees have a credit union to which they can turn for signature loans requiring no collateral. Such a loan may be easily repaid from fees generated through teaching. Banks loans are also possible.

## **Physician**

Couples/Individuals may wish to investigate support from a physician or group of physicians who could offer financial assistance in return for having a reliable person(s) to refer patients for FertilityCare Services. If direct financial assistance is not possible, request their support in approaching institutions (especially Health Centers or Hospitals), foundations, community groups, or influential citizens who may provide direct assistance when they recognize medical interest and support. Such a professional relationship, whether based on direct assistance or indirect support, can be extremely valuable in the development and growth of a program, and it can exist in a variety of locales. \*\*\*Be willing to look beyond physicians of your own religion if necessary to find someone sympathetic to the need for professional FertilityCare.

## **Family**

Family members and relatives may be able to provide support in the form of a gift or loan. As a professional provider you will be delivering a service which should involve a fee. It is therefore possible that any personal loan could be guaranteed by payment received for services provided by you after your training.

## **FURTHER SUGGESTIONS**

Previous students of the FertilityCare Center of Kansas City Education Program have successfully utilized every resource stated above. The greatest sources of support have, however, been institutional, Church, Hospital – Health Center or Social Agency support.

Those who have presented themselves and their case directly to the decision-makers have fared better in raising necessary funds than those who just left it to others to make the requests. Having others go with you (e.g. physician, community leader, direct supervisor) or write letters of support is better than having them do all the requesting on your behalf.

Those who had alternative suggestions in hand when approaching a funding source also had an advantage. For example, several previous students approached funding sources for outright expenses but were put off by statements like “the budget is already complete” or “there isn’t any remaining miscellaneous training or education funds available.” They didn’t stop with that. Instead, they explored such possibilities as borrowing money out of certain budgetary projects that could be repaid out of patient fees or borrowing from the next budget year since the program extended into the next budget year. Having such alternative suggestions accomplishes two things:

- Indicates the seriousness of the intention and motivation of the person requesting funding.
- Encourages discussion of alternatives to obtain the needed support.

If you have funding prospects but feel that you need assistance in developing some alternative ideas in order to gain a listening posture from decision-makers, please call our office at 816-229-1473 and we will provide any help that we can.

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