

The Fundable Organization Workbook



**A PRACTICAL GUIDE TO BUILDING
THE SYSTEMS FUNDERS QUIETLY
LOOK FOR**



Introduction

Why Grant Writers Alone Don't Solve Funding Problems

One of the biggest misconceptions in the nonprofit sector is that organizations struggle with grant funding because they simply need a better grant writer.

While strong writing absolutely matters, many funding challenges begin much earlier.

Funders are often evaluating whether an organization appears operationally prepared, strategically aligned, financially organized, and capable of delivering outcomes consistently over time.

In many cases, proposals do not fail because the mission is weak.

They fail because the organization does not yet feel fully fundable.

Strong grant writers can amplify a strong organization. They cannot replace organizational readiness, leadership clarity, or internal systems.

This workbook was designed to help your organization begin thinking beyond proposal writing alone and toward the deeper structures that support long-term funding success.

Part One

The Three Areas Funders Quietly Evaluate

1. Stability Signals

Funders often look for signs that an organization can execute consistently before they evaluate creativity or innovation.

This can include:

- operational consistency
- organized documentation
- financial clarity
- leadership stability
- realistic planning
- sustainable workflows

Reflection Prompt

Where does your organization currently feel most stable operationally?

2. Leadership Clarity

Many nonprofits struggle not because their mission is weak, but because internal decision-making feels fragmented or unclear.

Funders often gain confidence when organizations demonstrate:

- defined leadership roles
- clear communication
- aligned priorities
- consistent strategic direction
- accountability systems

Reflection Prompt

Where do communication or decision-making challenges currently create delays or confusion within your organization?

3. Execution Capacity

Funders prioritize organizations that appear capable of implementing and managing projects successfully over time.

This includes:

- managing timelines
- tracking outcomes
- handling reporting requirements
- maintaining organized systems
- coordinating people and responsibilities

Reflection Prompt

If your organization received a large grant tomorrow, what operational areas would feel fully prepared and what areas would feel strained?

Prepared:

Needs Strengthening:

Part Two

Identifying Operational Gaps

Strong organizations are rarely operating perfectly. The goal is not perfection.

The goal is awareness, structure, and intentional improvement.

Use the prompts below to begin identifying areas that may need strengthening before pursuing larger funding opportunities.

Systems & Organization

What information or documents are currently difficult to locate quickly?

What processes feel reactive instead of structured?

Program Clarity

Can your organization clearly explain:

- who you serve?
- what problem you solve?
- how your programs create measurable impact?

Where does your messaging still feel unclear?

Funding Readiness

What areas currently make your organization feel least prepared for grant funding?

- ☐ Financial organization
- ☐ Program structure
- ☐ Data & outcomes
- ☐ Staffing capacity
- ☐ Leadership alignment
- ☐ Grant systems
- ☐ Board engagement
- ☐ Strategic planning
- ☐ Reporting readiness
- ☐ Other: _____

Part Three

The Grant Readiness Map

Organizations that become consistently fundable usually strengthen their infrastructure in stages.

Stage 1: Foundation

Building organizational clarity, structure, and documentation.

Stage 2: Systems

Creating repeatable operational workflows and internal organization.

Stage 3: Strategy

Aligning programs, funding opportunities, outcomes, and long-term goals.

Stage 4: Funding

Pursuing grants from a position of preparation rather than urgency alone.

Grant readiness is rarely built overnight.

It is usually developed intentionally through systems, leadership, preparation, and operational clarity over time.



Next Steps

If this workbook helped you identify areas where your organization may need more structure, clarity, or operational support, you do not have to navigate the process alone.

Remy's Consulting helps nonprofits strengthen the systems, strategy, documents, and internal readiness needed to pursue funding with greater confidence and long-term sustainability.

Depending on where your organization is today, support may include self-directed resources, structured training programs, or strategic consulting for organizations seeking a more customized approach.

If you would like to learn more about working with our team or explore which type of support may be the best fit for your organization, we invite you to contact us directly.

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