



## **Worksheet: Keeping Stakeholders Engaged (After Your Grant Period Ends)**

1) What is your goal at the end of this grant? Identify one short-term CONCRETE win that will happen within the next six months (or six months after the grant is done). Next, identify your 5-year goal after the grant – again, make it concrete.

2) Who needs to be at the table to ensure that your short-term and long-term goals happen? Who are the external champions and watchdogs that need to be involved to keep everyone accountable?

3) Next, it's time to bring your short-term and long-term goals/wins back to those key stakeholders to develop or create ownership. How will you do this? Who will take the lead in approaching that stakeholder? Note that each stakeholder may need a different short-term goal to focus on (within reason).

4) What's the best way to talk about these goals? What framing should you use to 'sell' the ideas to your stakeholders? What will convince each stakeholder to get – and stay – on board?