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# Smarter Grant Writing: Save Time with Generative AI

AI + HI > AI

July 9, 2025

# Why I Use AI (and You Might, Too)

- Three decades experience in writing driven profession- winning proposals and case studies
- AI has transformed my process — but it still needs my expertise



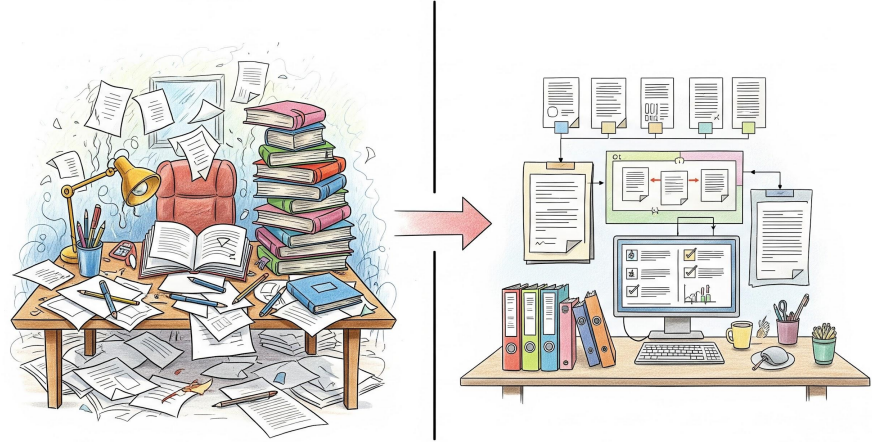
**Lannie Byrd**  
Chief Operating Officer  
mhp.si

## What We'll Cover Today

- ✓ Why AI is helpful — but only with your human smarts
- ✓ 4 practical tactics for smarter grant writing
- ✓ Common pitfalls to avoid
- ✓ Easy starter prompts

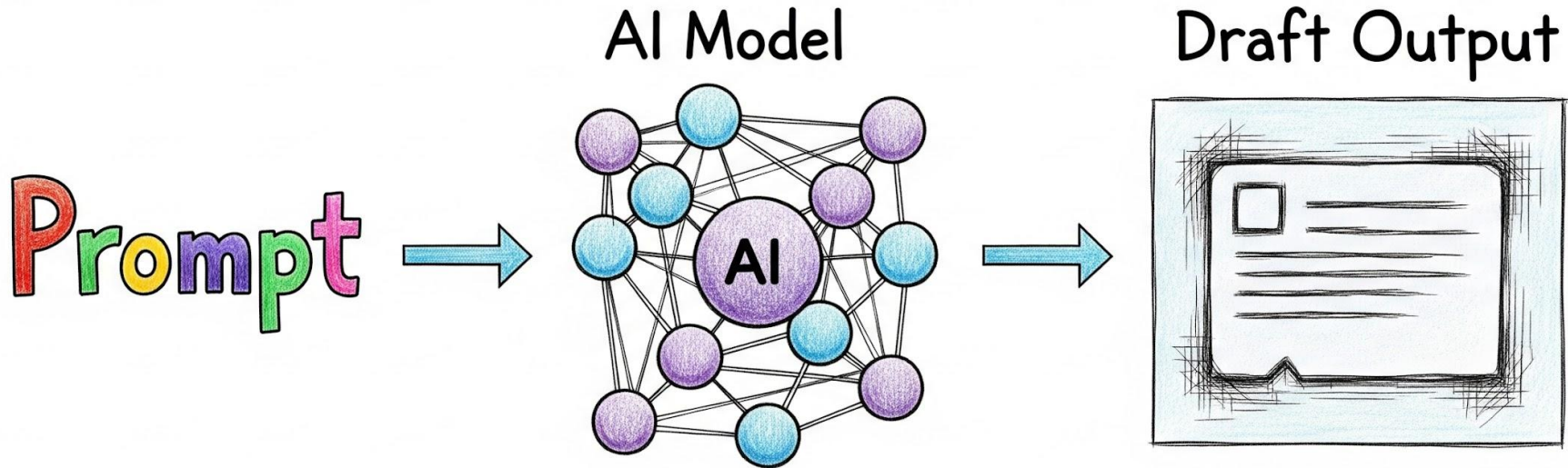
# The Pain & the Potential

- Repetitive tasks, tight deadlines, big stakes
- AI helps tackle drafts and outlines
- You bring the voice, facts, and local impact
- AI does the busywork- you focus on telling authentic stories



## Quick Primer: What is Generative AI?

- You give AI instructions (the “prompt”)
- AI finds patterns and drafts text
- Your Human Intelligence shapes the final result



# Generative AI Writing Tools

## General Generative AI

- Chat GPT - Open AI
- Claude - Anthropic
- Gemini - Google
- CoPilot - Microsoft

## Writing Specific Generative AI

- Jasper
- [Copy.AI](#)
- Writesonic



## Big Idea:

- **Artificial Intelligence:** fast drafts, new ideas, reuse content
- **Human Intelligence:** local knowledge, accuracy, mission focus
- **Together = stronger proposals**

AI + HI > AI



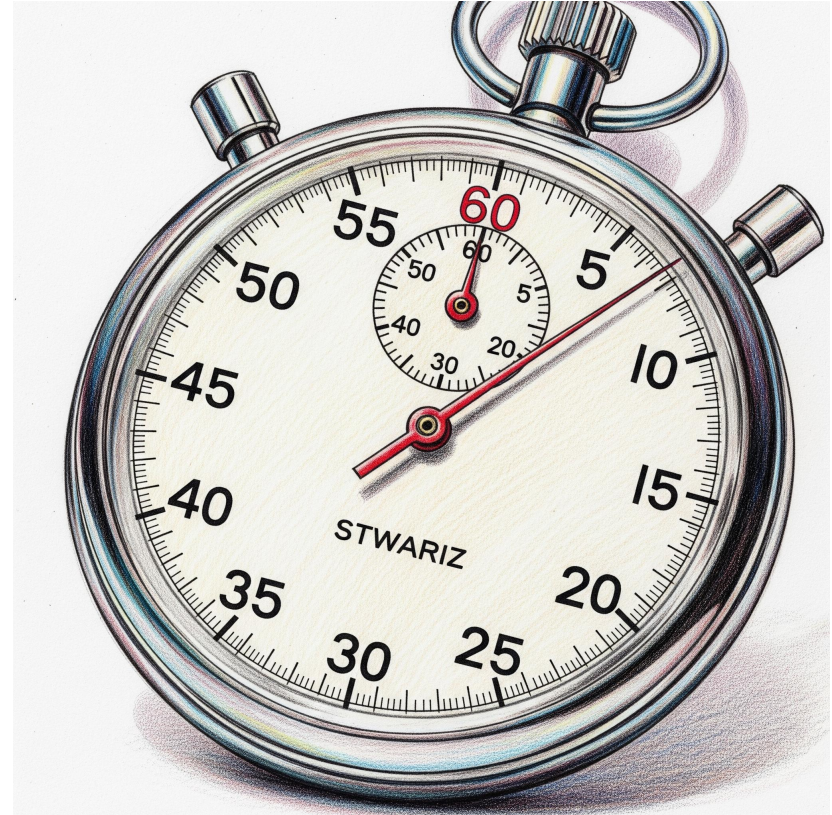
## Your Local Voice = Human Intelligence

- You know your community's needs and stories
- Trust-based relationships can't be automated
- Your authenticity makes proposals stand out



## Tactic 1: Draft Faster

- Use AI to break the blank page
- Prompt for outlines and sections
- Get a first draft, then polish it



## Example: Drafting with AI + HI

- “Program” a chat with information about your organization
  - Mission statement, website content, core values, origin story, annual reports, fact sheets
- Ask that chat the question from an RFP
- AI’s draft version — quick but generic
- Add in edits: local stats, mission voice

## Tactic 2: Reuse & Adapt Content

- Feed AI your past proposals
- Ask it to adjust tone and priorities
- Create new drafts that stay consistent



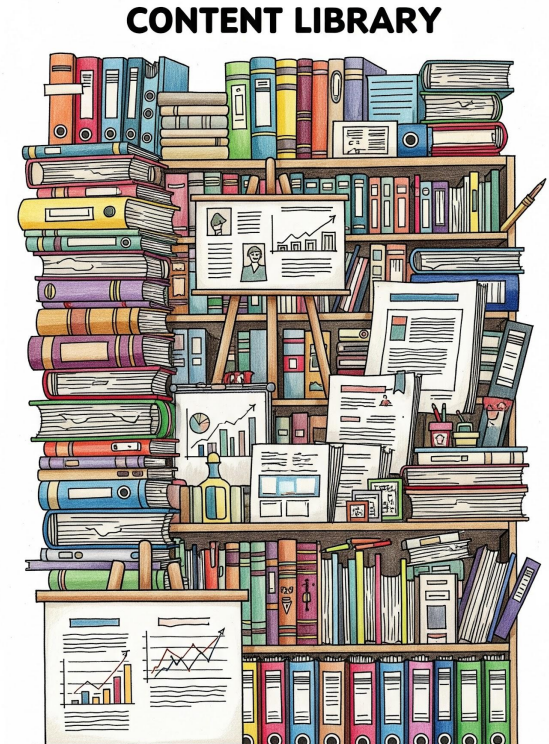
## Tactic 3: Brainstorm & Polish Language

- Improve dull or repetitive sections
- Try different wordings or tones
- Build variety into impact stories
- Be specific in your prompts



## Tactic 4: Train AI with Your Content

- Load your strongest examples
- Give clear style instructions
- Save reusable sections



## Example: Tailoring Content

- Input
  - Everything from the previous drafts
  - Other grant responses
  - Complete grant proposal
    - Call out grant scoring rubric
  - News articles, stories about previous grant winners from that organization
  - LinkedIn profiles of executives, those who score grant

## Example: Tailoring Content

- Prompt: Individual Questions, then combine into grant
- Prompt: Score grant proposal as a whole and point out where there are deficits and how to improve it.
- Repeat process



## Watch Out: Pitfalls & How *HI* Protects You

- Fake facts — always verify  
*(hallucinations)*
- Generic output — add local detail
- Privacy — keep sensitive info secure



## Start Small, Grow Confident

- Pick one section to test
- Build your prompt library
- Reuse what works best



# Your Local Knowledge Makes It Work

- Local voice + trusted relationships
- AI for speed, HI for authenticity
- Together = stronger, faster, better



## Ready to Try It?

- Try 1–2 starter prompts
- Build your reusable content library
- Keep it local, true, and human



**AI + HI > AI**

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*Now is the time to become irreplaceably human and focus on empathy, emotions, building relationships and trust. And in parallel, continue testing and experimenting with AI tools and LLMs.*

-Ashwini Karandikar, EVP, Media, Tech & Data, 4As