Sample Proposals

Typical Approach

Proposals can vary a great deal, and we've provided examples that cover the range from formal contracts to informal letters of agreement. However, all were based upon previously-established conceptual agreement, and all provide a single fee for the project (or for each choice of veses).

The normal framework for the value pricing proposal should encompass this basic sequence:

Situation Appraisal: Summarize and reconfirm the conceptual agreement concerning the condition to be improved and the desired state.

Objectives: The outcomes expected, both tangible and intangible, quantifiable and non-quantifiable. These should be expressed in terms of impact on the client's business, and sometimes are expressed again in the "values" category, if used.

Value: Either clearly stated or implied through buyer conversations, what is the value of achieving the objectives. This sometimes appears in the "objectives" category.

Metrics: How will the client evaluate success? What are the indicators that the objectives have been met? Simply stated: How would clients know it if they fell over it?

Timing: Projects are finite. When do we begin, when do we end, and are there progress measures in between?

Accountabilities: What is the client expected to provide (documents, access, administrative support) and what do we provide (focus group facilitation, product, reports)? What is the nature of the collaboration?

Credentials (optional): Why is Zenger Miller (and you) the best alternative for this client? This is usually already covered during the relationship-building. Sometimes this area includes the credentials of the individuals who will work on the project.

Terms and Conditions: What is the fee (including the options) for the project, how is it to be paid and under what conditions? How are expenses to be reimbursed, and what is included and excluded?

Acceptance: The sign-off by the economic buyer.

The following samples don't rigidly adhere to this format, but all of the elements have been agreed upon either implicitly or explicitly. They range from the short-term and relatively low-priced, to the extended, relatively high-priced. Some are pure consulting interventions, other include deliverables. None is meant to be

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WJ Hussar

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The Career Handoff: A Healthcare Leader's Guide to Knowledge & Wisdom Transfer Across Generations Kathy M. Malloch, Tim Porter-O'Grady, 2015-11-03 Within the business community succession planning plays a key role in an organization's strategic initiatives Within healthcare however it has been largely overlooked Without careful planning healthcare organizations risk a catastrophic gap in leadership continuity that could jeopardize operational cost management quality of care improvement and regulatory compliance How do you close that dangerous gap Thoughtful succession planning The Career Handoff helps healthcare and nurse leaders proactively preserve and pass on their valuable knowledge and wisdom to new generations With an approach that emphasizes mentoring and sustainability of expertise this book aims to facilitate smooth transitions and the continued viability of healthcare organizations Authors Kathy Malloch and Tim Porter O Grady share their extensive knowledge through guidelines stories and lived experiences For those with retirement on the horizon and their potential successors The Career Handoff offers insightful guidance and succession planning strategies that position healthcare organizations for a sustainable successful future Learn Good Business Writing and Communication (Collection) Natalie Canavor, Claire Meirowitz, Stephen R. Covey, 2013-08-08 The Truth About the New Rules of Business Writing shows you how to master the art of effective business communication replacing the old standards of jargon pomposity and grammar drills with a simple quick and conversational writing style Authors Natalie Canavor and Claire Meirowitz demonstrate how to plan and organize your content make your point faster tell your readers what s in it for them construct winning documents of every kind print electronic and even blog entries and text messages The Truth about the New Rules of Business Writing brings together the field's best knowledge and shows exactly how to put it to work With an aha on every page it presents information in a clear accessible style that s easy to understand and use Written in short chapters it covers the entire field cuts to the heart of every topic pulls back the curtain on expert secrets and pops the bubble of commonly held assumptions Simply put this book delivers easy painless writing techniques that work FranklinCovey Style Guide For Business and Technical Communication can help any writer produce documents that achieve outstanding results Created by FranklinCovey the world renowned leader in helping organizations enhance individual effectiveness this edition fully reflects today s online media and global business challenges The only style guide used in FranklinCovey s own renowned Writing AdvantageTM programs it covers everything from document design and graphics to sentence style and word choice This edition includes extensive new coverage of graphics writing for online media and international business English

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uses real world examples to reinforce core nutrition concepts and explores the current and emerging nutrition issues faced by today's diverse communities It presents the skills cultural concepts and background knowledge that are essential for promoting health and preventing disease Basic Composition Skills for Engineering Technicians and Technologists David W. Rigby, 2000-11 Very friendly very practical and very industry oriented this manual helps engineering technicians and technologists upgrade fundamental skills in writing by focusing on the problems that are encountered by writers and the solutions to those problems Viewing technical writing as constructed engineered writing it shows how technical writing is really technical composing that combines text as well as visual graphic and mathematical conceptualizations Provides many writing samples and models that were developed for genuine applications in company settings The down to earth accessible style and how to do it approach features a crisp corporate seminar style presentation that gets to the point guickly and stays focused on topics and situations that are clearly relevant and immediately applicable Part of The Wordworks Series a series of four communication skills manuals three writers guides for engineering and technical applications and an additional guide to in service spoken communication Finding the Starting Line Thinking and Speaking The Way We Write False Starts Project Preparation The Main Event Fundamental Project Architecture Compound Architectures Outline Controls Paragraph Logic Memoranda Business Letters Laboratory Reports Bids Estimates and Proposals For engineering technicians and technologists in a variety of fields e g computer information systems construction engineering biomedical equipment technology digital electronics autocad environmental control technology microcomputer management biotech avionics and many more Grant Application Writer's Handbook Liane Reif-Lehrer, 2005 The advice in this book is useful for many types of grant applications business plans journal articles and research reports Ohio Monthly Record, 2008 Rules of state administrative agencies In full text with tables and index including chart of proposed rules with time and location of public hearings Grantwriting, Fundraising, and Partnerships Karen B. Ruskin, Charles M. Achilles, 1995-12-11 A well organized comprehensive resource that will be sought after by educators this user friendly book offers invaluable strategies Dr Lucille Beisner Director Gifted Programs Richmond Community Schools From classroom teachers to school administrators everyone is scrambling for some extra money Your purchasing power has eroded sharply over the last decade and you re looking for new ways to fund school programs Look no further In their new book Ruskin and Achilles offer step by step instructions and proven strategies designed just for educators This comprehensive guide contains specific and practical information that will help you negotiate the often confusing world of private sector grantwriting It's a how to book that will make it easier for you to get more money for your school Every aspect of grantwriting is thoroughly discussed from questions to ask before you begin to resources for grants available to educators Ruskin and Achilles help you understand the private funding process so that you will be more likely to write a successful proposal You ll find out how to Identify a funder for your project and coordinate your goals with theirs Describe your school setting using catchwords that elicit positive responses

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