

SS: **53** proposals submitted in 13.5 years at ASU (about 4 per year, some resubmitted).
NSF >> NASA > Dept of Ed, state of AZ, etc.
23 approved = 43% success rate.
Since FY 10, 8/23 = 35%, versus 23% NSF average over same time period.
As sole or lead PI 12/20 = 60% success rate.

Be thoroughly familiar with funding agency requirements (e.g., for NSF keep up with GPG).
In SESE, RAO is a huge help.
Follow the call for proposals to the letter!
Don't give anyone a reason (program officer, reviewers) to disqualify you.

Learn from others as soon as you can!
Start reviewing proposals by mail or panel visit as soon as you can.
Funding agencies usually have a hard time getting enough reviewers.
Funded proposals are publicly available.
Ask colleagues to share.

Craft proposals just as you would manuscripts for publication.
...except that your submitted proposal is the "final draft" and there's no editor!
Write clearly and well; be attentive to readability.
Review and cite prior work thoughtfully and strategically (no limit on references cited).
Parts of a proposal may be reviewed separately by experts in different fields.
Program officers do pay attention to proposal quality over time!

Grants(wo)manship must be strategic.
Is it something you really want to do?
Consider applying in the second round of a new program rather than the first.
And first review the successful proposals from the first round.
If at first you don't succeed (odds are you won't), learn from your reviews and resubmit!
(It might take 3 tries!)
If you do really well, beware of overcommitment.
Take advantage of supplemental funding if it is available.