

\$100,000 Tourism Quality (TQUAL) Grant

Planning to Improve Your Tourism Offering? Want the Government to PAY for it?

Tourism Quality (TQUAL) program seeks to fund projects which are innovative and that refresh, upgrade or develop tourism products and experiences to support the Australian tourism industry.

TQUAL Grants is a competitive merit-based program aimed at stimulating sustainable economic growth in the Australian tourism industry.

By providing matched funding to small-scale tourism projects, the TQUAL program aims to increase Australia's supply of quality tourism products and experiences.

TQUAL offers funding of up to \$100,000 (excl GST) to lift the quality and variety of Australia's tourism experiences.

The program supports collaborative community tourism industry development projects, particularly those which stimulate private sector investment.

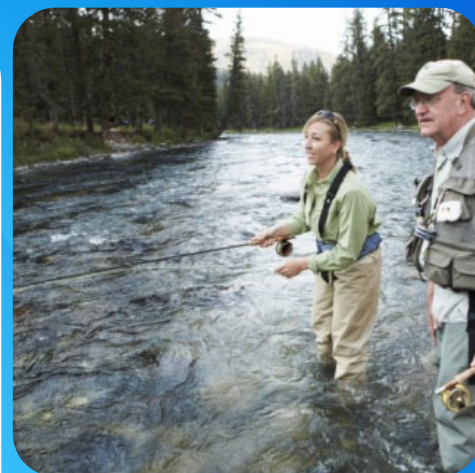
TQUAL provides funding for the following projects:

- Implementation projects such as innovative tourism product, service or experience refreshment or upgrade;
- Initiation projects such as feasibility studies; and
- Projects which support the industry's capacity to be innovative and productive, or that offer leadership to the industry (driven by national peak or sectoral tourism associations).

The following legal entities are eligible for TQUAL funding:

- A private sector corporation, incorporated association or trust corporation;
- A non-profit corporation or incorporated association;
- A corporate regional tourism or economic development organisation;
- A corporate national peak or sectoral tourism association able to demonstrate sufficient representation of the industry through diversity in its membership.

The TQUAL Grant is ideal for Australian tourism providers wishing to undertake projects in late 2012 and who are currently planning for these projects.



*"Not only did **Grant Solutions** explain how these grants really work, but you also developed a **strategy** which positioned my project in a way that significantly increased my chances of being successful.*

*In my opinion, Grant Solutions should be the **first point of call** for companies applying for a government Grant."*

Ross Both, VIC



*"**Grant Solutions** provided an invaluable service by helping us navigate through ... complex waters of the Federal government to ... deliver a **\$250,000** result.*

*I therefore **highly recommend** Grant Solutions to any company seriously considering applying for a government grant.*

Joe Hayes, QLD

You're 3 Steps Away From The \$100,000 TQUAL Grant

(Applications Close @ 5pm April 19th)

Dear Australian Tourism Operator,

The last 4 years have been tough for the Tourism industry with the sector experiencing a number of challenges including:

- The high Aussie dollar (which increased from 60 US cents to above \$1US dollar) decreasing the number of overseas tourists while also encouraging Australians to take their holidays overseas
- Reduced tourist willingness to spend due to financial and economic uncertainty
- Increase in operating costs (wages and equipment) as prices continue to increase way above inflation
- Competition from existing and new players – who are pushing prices down and eroding your (already slim) profit margin.

On top of everything your business also needs to deal with government bureaucracy in the form of licences, permits, BAS, and Tax.

Fortunately, the Australian Government has finally recognised the burden faced by Australian tourism operators and the value of their contribution to the broad economy.

In fact, did you know that your business and Australian tourism:

- Is relied upon by 500,000+ Australians for employment
- Contributes \$33 billion per year to Gross Domestic Product (GDP) in Australia
- Employs 1 in every 12 working Australians
- Is Australia's largest service export (contributing 8% of Australia's total export earnings)
- Generates wealth across the country (around 46 cents from every dollar of tourism expenditure occurs in regional Australia).

The Australian Government has therefore allocated \$40 million over 4 years for TQUAL Grants to stimulate sustainable economic growth in the Australian tourism industry. The \$100,000 grant is provided to ensure that there is a supply of quality tourism products and experiences to support marketing promises.

Don't be Fooled by a 'Free' Lunch

The \$40 million TQUAL program can certainly help you to further develop your tourism business. However, you may be reluctant to invest time and energy to complete the grant application.

After all, the vast majority of grant applications are unsuccessful. Submitting a TQUAL grant application that is rejected not only lowers morale but wastes valuable resources ... with nothing to show for it but a letter of rejection (even if it's politely worded ... giving you hope but not funding).



"If you're considering using Grant Solutions – just do it!

These guys know exactly what to do and they're bloody good at it!

The final application was on my desk 2 days before the deadline... which is very uncommon in my industry where everything is done at the last minute or often late."

Stephen Souris, QLD



"Grant Solutions helped us identify exactly what we had to do in order to stand out from the flood of other grant applicants.

It astounded me that at the end of our discussion, I was left with 2 A4 pages of notes comprised of ideas that I had never before thought off"

James Meager, TAS

This was particularly true with NRRHIP (a similar infrastructure program to TQUAL) - which was extremely competitive.

In fact, did you know that...

86% of Applicants were Unsuccessful!

That's right... almost 9 out of 10 people who applied in NHRIP Round 4, were rejected. This should give you some indication of how competitive the TQUAL program will be.

This round in particular is expected to attract significantly more applications (compared to the previous round) because:

- Previously unsuccessful applicants will be re-applying
- Previously successful applicants will be applying again (for additional funding)
- Tourism operators who were previously unaware of the program will also apply

More tourism operators applying for government funding will mean more competition - with the majority of applications being declined.

That's why BEFORE you even consider starting a TQUAL application, answer the following 3 questions:

1. When was the last time you **successfully** applied for a competitive government grant?
2. Do you have time to read through 100+ pages of guidelines and supporting material?
3. Do you even know **where to start**?

We've been working with business owners and managers for over 5 years and have realised that while they're good at operational aspects, they **don't know** what to do when it comes to applying for government grants.

Most of them:

- Are **too stressed** to think and have no idea what is expected of them
- Leave grant applications to the **last minute**... (often until it's too late)
- Provide vague, brief and cryptic answers which often **don't** address the selection criteria
- Have no concept of project management and what a **'proper budget'** should look like

Can you relate to **any** (or all) of the above?

If you've said Yes, then we can help you.



*"After a couple of phone calls (inquiring about our project) **Grant Solutions** developed a unique submission strategy that **virtually guaranteed** our application would be successful. The finished product was a true testament to **your skills** in writing grant applications. The proposed project remained essentially unchanged ... but its **how Grant Solutions communicated** its value that I believe made the difference this time around!"*

Lesley Scott, NSW



*"I wanted to work with the **best in the industry** and picked **Grant Solutions**.*

*When I found out that there were hundreds of other companies applying for the same grant, I was glad that **Grant Solutions** was on our side."*

Gary Ng, NSW

Introducing the TQUAL Grant 'Solution'

We offer a 'done-for-you' tailored service which includes:

- A diagnostic consultation to fully understand your project
- A comprehensive **7 page** pre-application guide
- Project strategy development to maximise your chances of success
- Writing and completing the application on your behalf
- Inclusion of **10** relevant statistics to support & strengthen your argument
- Comprehensive demography analysis identifying local service needs
- Actuarial analysis calculations to justify the benefits of your project
- Coaching and mentoring throughout the process
- Letter of Support Template (along with **15** sources to approach)
- Independent quality assurance
- A Comprehensive Checklist prior to application submission

Our unique grant submission methodology will **maximise** your chance of being successful while **minimising** your involvement (as you probably have better things to do than to 'stuff around' with grant paperwork).

We've recently completed a large number of grant projects and received positive feedback from our clients (who rated us on average 9 out of 10). Many clients also expressed their 'surprise' at the amount of work involved— something they only realised once we delivered them the final application (which **exceeded** their expectations).

However, the most important part (and this is what you should focus on) is that almost all of these 20+ clients were successful in obtaining between \$300,000-\$500,000. That's right, we had over 20 clients who were successful in getting grants because they've used our service!

Compensated for Results rather than Effort

Best of all, Grant Solutions is primarily compensated on results (rather than effort). A major component of our compensation is **only** charged if the grant application is approved.

Our consultants understand the tourism industry, have scrutinised the tourism policy papers and know what the government is looking for. We therefore expect that our clients will be successful (providing they are eligible and have genuine merit) while identical projects of non-clients will be deemed unsuccessful. The key point of difference will be our ability to **communicate the value** of these projects in a way that gets them 'across the line'.

Grant Solutions has successfully obtained grants between **\$30,000** and **\$7,000,000** so we are very comfortable with applying for \$100,000.

In the 4th NRRHIP program round, Grant Solutions submitted 4 client application and 'got the money' for all of them. Sure, it wasn't easy (our consultants spent 50+ hours per application) but each client got the result they were looking for (over \$100K for their project).



*"There's no way we could have produced the **same level of detail** on our own. Even if we had spent 3 weeks working full time on it, I still don't think we'd be able to produce a submission that would come close to what Grant Solutions delivered"*

Andrew Karamesinis, VIC



*"A few weeks before the deadline I wanted to walk away ... due to challenges with stakeholders. Everything felt overwhelming and **I didn't know what to do**. I'm deeply grateful for the coaching and encouragement from Grant Solutions."*

If I would have walked away, it would have been frustrating in retrospect because we needed the money"

Dave Allan, NSW

In fact, 2 of our clients **unsuccessfully** applied themselves for previous NRRHIP rounds... and didn't want to (nor could they afford to) be rejected again.

This time, they used our services... and were **successful**.

Why Do Most Applications Fail?

The majority of unsuccessful submissions **do** have significant merit... but they are unable to successfully communicate that merit through the application form. Even if they do a good job... there is still **too much competition** (302 applicants for 42 funded in NRRHIP Round 4).

So ask yourself... is it worthwhile to invest **50+ hours** into the grant application process, knowing that your chances of success is around **10%**?

Or wouldn't you rather invest that time into your business... and let Grant Solutions handle the **TQUAL** application (so your chances of 'getting \$100,000' increases dramatically)?

Can the \$100,000 TQUAL Grant Help You?

If you're wondering if the TQUAL grant is for you... ask yourself the following questions:

Are you...

1. Looking to grow and expand your business?
2. Unable to attract additional staff due to lack of space or equipment?
3. Feeling constrained due to lack of capital?

If you've answered YES to any of these questions, then then we can help you expand by getting the **TQUAL** infrastructure grant to fund your project.

There is However a Catch ... and It's Important!

We **won't** be able to handle the anticipated number of Tourism operators needing our services. We'll try to help as many clients as possible, but once we've reached capacity... 'all bets are off'.

There will be a waiting list but regrettably many will **miss out**. We want to help everyone... but will be forced to say 'no' to prevent our team from being overloaded and overwhelmed (especially as the submission deadline approaches).

On previous occasions clients have:

- Tried to reach us outside of office hours (including Saturday & Sunday)
- Offered compensation far above our standard fees
- Claimed we accepted them as clients (when we only said 'maybe')



*"We liked how Grant Solutions provided **clear guidance** on what supporting documentation we had to get & also for preparing the checklist just before submitting the application.*

*It is **great that a practice located on top of a mountain in a rural area can still access your services and remember to stay in touch."***

Sue Orr, QLD



*When looking for grant consulting company, we wanted a firm who **could hit the ground running**... and Grant Solutions certainly did. Sure, everyone can fill out a grant application form (after all it's just words on a page) ... but not everyone can **win government grants**. The fact that Grant Solutions submitted 4 similar applications (all being successful) previously certainly played a big role in our decision!*

Sue McDonald, VIC

In each case these requests were **regrettably** but **firmly** declined (as we've already had a long waiting list).

Realistically you probably have only a few days to decide before that decision is made for you. We're happy to answer questions, provided that you've carefully read all the information provided in this guide.

Please keep in mind that we'll be working at capacity and our priority will be to assist **existing** clients with their projects (rather than focusing on acquiring new clients).

Sounds FAIR doesn't it? We think so and so do many of our satisfied clients.

Interested? These are the Next Steps

For further information about TQUAL & Grant Solutions:

1. W: www.grantsolutions.com.au/TQUAL
2. E: info@GrantSolutions.com.au
3. P: (03) 9593 8709

To Your TQUAL Success,



Ross Turetsky MBA, BCom, BInfosys
Managing Director, Grant Solutions



*"Grant Solutions **made things easy** by sending sample documents (budget and risks).*

*They also **quality assured** our application to ensure it was compliant and met a high standard. We will continue using Grant Solutions in the future and **recommend the company** to our friends and colleagues."*

John Hodgson, VIC



"Seeing the final product made me appreciate the amount of work that went into our application."

*Everything was **backed** by statistics, numbers, an actuarial analysis, references and so much compounding proof, which made our project look **bulletproof**"*

Mandie Scott, QLD

About Grant Solutions



Grant Solutions is a national consulting firm specialising in obtaining competitive government funding for businesses and tourism operators.

We've found that while businesses excel in their day to day activities, they are **unaware** of available grant opportunities. The businesses that are aware of government grants simply do not have the resources and experience to adequately prepare an application.

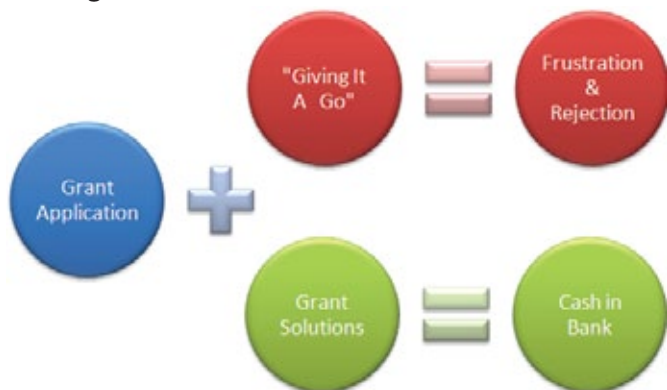
Grant Solutions solves this problem by submitting grant application on behalf of clients... successfully getting the money.

Ross Turetsky **MBA, BCom, BInfoSys** (Melbourne University), the founder of Grant Solutions is recognised as one of Australia's experts in government grants. He guest-lectured at Monash University and was invited to appear on national television (Channel 7).

Ross is also widely quoted in the business media (The Age, Sydney Morning Herald, Brisbane Times, BusinessDay) and occasionally presents at national and international conferences.

Why Use Our Services

Government grants are **highly competitive**, attracting vast number of applications (sometimes 5,000+ in each funding round). Despite spending valuable resources, jumping through hoops and filling out mountains of paperwork, most business professionals are unsuccessful in obtaining funding.



We change this. By engaging our services, tourism operators are almost guaranteed funding.

We work on a Success basis and receive a fee equivalent to a percentage of the successful grant.

We have previous experience working with government and a high success rate in grant applications.

For further information about TQUAL & Grant Solutions:

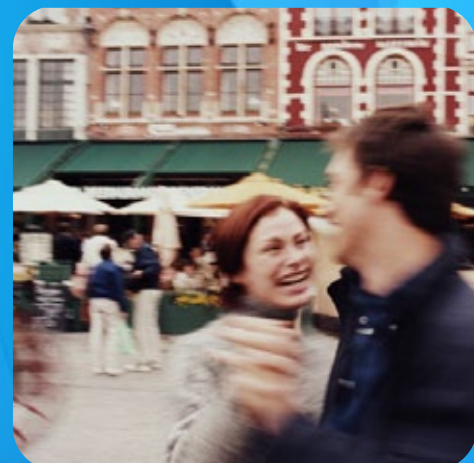
1. **W:** www.grantsolutions.com.au/TQUAL
2. **E:** info@GrantSolutions.com.au
3. **P:** (03) 9593 8709



As an allied health professional & business owner, I found applying for a grant a time consuming & overwhelming prospect.

*I found your guidance very valuable as you **stepped me through the application with practical help** on how to gather and best present the required information. Grant Solutions saved me a large amount of time and effort and I am **very happy to recommend your help to others** who are daunted by grant applications.*

Margaret Banff, NSW



"Grant Solutions helped us develop a funding submission that was of high quality. Their wealth of knowledge & industry expertise was valuable in this process.

*Grant Solutions ensured that we would receive **value for money** & we certainly did!"*

Donna Coniglia, VIC

Grant Solutions Press Release for Round 4 - Celebrating 100% NRRHIP Success!

Melbourne, Australia July 6, 2010

The results of the latest NRRHIP funding round (a competitive program providing \$46 million for infrastructure and equipment in small rural towns) were announced today. The 4th round attracted 302 applicants from all across Australia, 42 of them (including 4 clients of Grant Solutions) being successful.

Each of the 42 successful applicants received a personal phone call congratulating them... with the official confirmation (funding agreement, bank account details, and etc) due to arrive shortly. Concurrently, 260 letters were sent to unsuccessful applicants, providing an opportunity to obtain application feedback and to reapply for the 5th NRRHIP round.

Ross Turetsky, Managing Director of Grant Solutions, explains... "With 302 NRRHIP submissions, an application had to be in the top 13.9% to be approved". Grant Solutions submitted 4 NRRHIP applications on behalf of their clients, and all were successful.

Getting comfortable in his ultra-ergonomic office chair, Ross is not surprised by this exceptional result (the probability of which is just 0.04%) ... he expected it.

"Two of our clients applied by themselves last year... and were unsuccessful... so they came to Grant Solutions because they wanted a different outcome this time around".

"Getting government grants is our core business. This is what we do during business hours and what I primarily 'think about' after hours". Ross admits that running Grant Solutions is certainly not a typical 9-5 arrangement. "When your clients depend on you... there is no such thing as 'downtime'...at least not in practice".

So what's the secret to getting NRRHIP grants?

"Well, it's a LOT of hard work... which is why most applicants don't put in enough time and effort" Ross explains. "Our consultants spent days reading through NRRHIP guidelines and policy documents, trying to understand what outcomes the government was trying to achieve with the allocated funding.

They also talked to prospective NRRHIP clients, trying to understand their projects... in order to establish eligibility and merit potential. Senior consultants then developed a grant application strategy and spent around 70-90 hours addressing the selection criteria. Quality assurance then further refined the applications until they were close to 100%".

In the next couple of months, Grant Solutions will travel around Australia, presenting their clients with large commemorative cheques. "These days when an applicant is successful, the government pays electronically... companies don't even get a cheque. So we'll make the day memorable by giving clients a large commemorative cheque and perhaps a bottle of bubbly". It's also a good PR exercise for Grant Solutions.

"When businesses contact us, some don't believe our success rate is close to 100% ...especially in competitive programs where 75%+ of applicants are rejected". Having photos with clients holding large cheques should help address this... although there will still be skeptics. That doesn't bother Ross, who believes that they'll eventually come to Grant Solutions once their friends and business associates get government grants with our help.

"I've long ago learned that it's nearly impossible to convince anyone of anything... and that's why we only work with clients who want to work with us" says Ross. Fortunately for Grant Solutions, their 100% success rate with NRRHIP applications will ensure a flood of enquiries for the next grant round.

Tourism providers will need to act quickly as Grant Solutions is only accepting a limited number of clients for TQUAL 2012 Round (Applications Close @ 5pm April 19th).

Outstanding Results – Near Perfect Grant Success

Melbourne, Australia November 18, 2011

Six months after the PCIG program closed in June 2011 – the results were published on the Government website. PCIG, which provides up to \$500,000 towards upgrading existing infrastructure and equipment, was heavily oversubscribed with applicants.

Out of the hundreds of businesses who applied for the program, only a small number of applicants (around 10%) were successful in obtaining the funding.

The reality is that there are always far more applicants seeking funding than there is funding available – so most miss out. That's unless you were a client of Grant Solutions – a Melbourne headquartered consulting company specialising in grant applications. It turns out that almost all of their 20+ clients were successful.

"We knew the results would come out on November 18th as one of our clients was informed of his success by an MP on November 17th. Everyone in the office was excited and I sent a High Priority email to all clients – so they could get ready for the good news", explains Ross Turetsky, the Managing Director of Grant Solutions.

During the previous 6 weeks, Grant Solutions obtained weekly updates from the government department and passed them to their clients – who needed to know when they could start their project. "It was an intense 6 weeks as some of our clients were being evicted because their building had to be demolished. Yet, they couldn't start the fit out on their new building before results were announced".

According to the guidelines, applicants who start their project prior to signing the agreement with the government risk becoming ineligible and lose their grant. "This is the easiest way to 'stuff it up' and have the money taken away from you. Too many people from round 1 lost their grants because they got excited and started the project too early." explains Ross.

"Today, the results from government were sent directly to all applicants via email – so we didn't actually know how many of our clients were successful (apart from the one who already knew yesterday). So we opened up our client list and started a tally each time a client called, emailed or SMSed."

"The good news came very quickly from our excited clients, with the tally quickly rising to 3, then 6, then 8, then 10. By about 2pm, there were 12 successful clients. At that time I was thinking – we got 12 grants in a single round – wow. That is truly amazing", says Ross Turetsky with a grin on his face.

"But it wasn't all", he continues in a softer tone.

"It just so happened that I had a dental appointment at 3pm and needed to leave the office. At 2.55pm, I was sitting in the dentist waiting room. I got an SMS from my team saying that the results were published on the government website – and that almost all of our 20+ clients were successful."

"I just couldn't believe it – we got over 20!" Ross exclaims, tapping discreetly on his wooden table as a sign of luck.

What makes the results even more remarkable is the diversity of projects.

- Some clients applied previously by themselves and were unsuccessful
- Many clients came from affluent areas (e.g. Sydney North Shores)
- A few practices were located in metro areas (without service shortage)
- All were applying for large grants (\$300,000 to \$500,000)

Yet despite these factors (including different locations e.g. VIC, QLD, WA, NSW, SA), 20+ practices were successful. The only common trait that these successful clients had was that they all used the **Grant Advantage Plus** service by Grant Solutions.

Sheer Luck – Or Is There More To It?

After a few minutes of conversation (and a 2nd glass of Baileys on the rocks), Ross gradually starts to reveal the real story of what happened behind the scenes.

“Look, all kidding aside – we knew we were going to crush it – and that’s exactly what happened.”

“We were so confident about our chances that we used these numbers in our yearly financial projections. From an accounting point of view, this was extremely risky as generally only 10% of grant applications are successful so statistically we should have only counted on 2-3 clients being successful – rather than the 20+ who actually got the grant.”

“But all of this is after-the-fact commentary”, Ross pauses, leans back on his ergonomic chair and looks outside his office window. “If you really want to know the ‘secret’ of how Grant Solutions got this result, – I’ll tell you, but I’m not sure if you’ll like it.”

“I placed my life on hold for 4 months, worked 7 days a week and thought of nothing else except my clients and their projects. That was the easy part – the hard part was getting that level of commitment from the rest of my team. Fortunately, we have a wonderful team who understood what this program means to our clients and to Grant Solutions.”

“We all pulled together - everyone doing their very best to ensure outstanding quality from start to finish. A team of 4 people worked on each application, with some applications going through 5 levels of quality assurance before being handed over to the client for submission. Fortunately for Grant Solutions and our clients, we live in a merit-based society – so after assessing the quality of submitted application, Canberra awarded the grant to almost all our clients.”

“During the project, our clients developed a deep level of trust in us. So when the applications were ready for submission and we asked for them to be hand delivered to Canberra, 9 clients drove or caught an interstate flight in order to personally do so (rather than send it via a courier – which is what we had in mind originally).”

Andre, who drove for 6 hours to Canberra and back, summed it up nicely – “so much effort has been spent on this application. I don’t want to leave anything to chance”. His efforts did not go to waste as he was awarded \$500,000 towards his project. Sue took a flight from QLD and was ‘over the moon’ when she found out that her projects were approved – getting \$1,000,000 in total for 2 neighbouring sites.

Focusing on Fewer Clients to Deliver Outstanding Quality

Even before the results were available, Grant Solutions surveyed their clients to get some feedback on the services provided and received an average of 9 out of 10. Some clients gave 9 simply because they don’t believe in giving 10 out of principle as there is no room for improvement.

This too didn’t happen by accident - being planned well in advance. Two months before the PCIG program officially opened, Grant Solutions knew it was going to be a ‘game changer’ and the company had to prepare accordingly. One of the key decisions made by the executive team was to accept fewer clients – but focus more on the quality of each accepted client.

The focus was always on ensuring that their existing clients were going to be successful – rather than trying to sign up new clients and hope that things would turn out OK. As a result of limiting their numbers, Grant Solutions was officially booked out 4 weeks before the program closed and had to turn away around 15 perspective clients who wanted to use the service.

It got pretty intense especially in the last 4 weeks before the applications closed. The phone rang from 7am to 11pm. “We directed all calls to voicemail which enabled them to be screened. Once we were booked out, there was little point in taking calls from people interested in using our service. However, perspective clients were desperate to contact us and just couldn’t understand that we were at capacity. We told everyone months in advance that our focus would be on ensuring results for existing clients (rather than trying to obtain new ones) and that’s exactly what happened.”

"We even had 1 business who tried to trick us into accepting them as a client (2 weeks before the grant deadline) by claiming we reserved a place for them. It sounds funny now, but back then we were completely overwhelmed, and accepting new clients would have posed a serious risk in our ability to deliver."

"I suspect that businesses who tried to contact us knew that we were booked out (it was clearly stated on our website). However, it's just human nature – they just continued calling, hoping that we had some spots available. Others thought it was a marketing trick and we had plenty of capacity, so they continued calling."

"Unfortunately that was not the case, even 4 weeks prior to the submission we were at capacity and gasping for air. It got very close – 1 or 2 difficult clients would have pushed us over the edge. Fortunately we had a careful screening process when selecting clients. This minimised the amount of drama and ultimately delivered successful results to our many clients."

Learning the Hard Way – Happy Client Shares Her Story

Sue McDonald, a manager from Castlemaine Victoria, is one such satisfied client. In 2010, Grant Solutions helped her Lyttleton business secure \$391,000. Sue applied by herself previously in 2009 for the same program but was unsuccessful – that's when she approached Grant Solutions.

"I've always had a lot of faith in Ross and his team. After having our 2 hour consultation, I quickly realised that there is more to applying for grants than I originally thought. I became a believer very quickly but my boss Danny was a bit harder to convince. However, I persevered and it turned out to be the right thing to do as we ultimately got the money."

Sue was very happy with the service and wrote a letter of thanks – which Ross later placed on the Grant Solutions' website. "Before long, I was getting multiple phone calls a day from businesses around Australia asking about Grant Solutions", Sue says.

"One business even called me 3 times so it was pretty interesting. I told everyone that Grant Solutions worked for us and that the company would probably work for them. I'm not sure how many of them went ahead but I assume that most probably would – as these grants are just too hard to submit without expert help. Our division offered to provide a letter of support, but that was pretty much all – leaving me to complete a long bureaucratic document in my 'spare time' (as if I had any)."

Sue continues "around June (2011), the phone calls slowed down – as obviously the grant deadline approached and that's the last I've heard of it. It was only recently that our nearby florist delivered a beautiful flower arrangement and chocolates from Grant Solutions. It turns out that over 20 of Ross's clients were successful in getting the grant and he wanted to thank me for saying good things about the company when people called."

"I was happy to recommend Grant Solutions – because I know how much the grant helped us. We were able to almost double the size of our building by having additional rooms. This not only reduced the patient waiting time but also made the working environment more comfortable and less stressful. So to have Grant Solutions help 20+ clients get similar grants is just fantastic. I'm sure they will greatly benefit from the grant, just like Lyttleton did."

Celebrating and Documenting Success - Upcoming Case Study

Grant Solutions has received over 20 testimonials from satisfied clients and plans to release them in a case study shortly. Apart from the case study detailing this achievement, Ross and the executive team are also planning to travel around Australia and award clients with commemorative cheques to earmark this special occasion.

"It's a great feeling speaking to someone who has just been awarded \$300,000 to \$500,000." Ross states, "This is what ultimately motivates our team to continue innovating and refining our skills – and this round is certainly a testament to that. All the hard work that we have put in for the 4 months have paid off and we are committed to continue achieving this level of success in future grants!"

Tourism providers will need to act quickly as Grant Solutions is only accepting a limited number of clients for TQUAL 2012 Round (Applications Close @ 5pm April 19th).