

# \$500,000 NRRHIP GRANT – ROUND 6

## Planning to Upgrade Your Practice? Would You Like the Government to PAY for it?

The National Rural and Remote Health Infrastructure Program (NRRHIP) offers funding for essential health infrastructure, equipment and service planning for rural and remote communities.

NRRHIP provides up to \$500,000 to support the viability of health services by funding the following expenses:

- The acquisition or establishment of new buildings and/or fit-out or renovations of existing buildings;
- Establishment or refurbishment of facilities that are located on hospital or health campus grounds; and/or
- Refurbishment of private practices to establish training facilities for medical students and/or medical registrars;
- The purchase of equipment, including specialist medical/surgical equipment, technology upgrades such as computer hardware and software, patient information management systems, networking systems for medical personnel, telephone systems and videoconferencing equipment

The NRRHIP grant is ideal for medical practices wishing to undertake infrastructure / equipment based projects in 2012 and who are currently planning for these projects.

## You're 3 Steps Away From The \$500,000 NRRHIP Grant

**(Final Round Closing at 2pm December 15th)**

Dear Health Practitioner,

You've probably heard of the \$500,000 The National Rural and Remote Health Infrastructure Program (NRRHIP) grant and the possibilities it can create for your clinic. However, you may be reluctant to invest time and energy to complete the grant application.

After all, the vast majority of health grant applications are unsuccessful. Submitting a grant application that is rejected not only lowers morale but also **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).

This is particularly true with NRRHIP - which is 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 Round 4, were rejected. This should give you some indication of how competitive Round 6 will be.



*"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 Booth, 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*

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)
- GP's who were previously unaware of the program will also apply

**More** GP clinics applying for government funding will mean more competition - with the majority of applications being declined.

That's why **BEFORE** you even consider **starting** an 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 health professionals for some time and have realised that while they're good at treating patients, 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.

## Introducing the NRRHIP 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

*"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*



- 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 GP grant projects and received positive feedback from our clients (who rated us on average 9 out of 10). Many GP's 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).

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 health industry, have interrogated the health 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 **\$500K** PCIG and **\$7M** GP Superclinics grants for our GP clients (amongst many others).

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).

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 projects).

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 NRRHIP application (so your chances of 'getting the money' increases dramatically)?



*"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*

# Can the \$500,000 NRRHIP Grant Help You?

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

Are you...

1. Working 50+ hours a week (at the expense of your health and family)?
2. Unable to attract new doctors because there is not enough consulting rooms?
3. Begged by universities to accept medical students... but have no room for them?
4. Sick of patient overcrowding in your tiny waiting room?
5. Close to retirement and have no succession planning in place (e.g. training of registrars)?

If you've answered YES to more than 2 questions, then then we can help you expand (or relocate to a larger practice) by getting the NRRHIP 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 GP's needing our services. We'll try to help as many GP's 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 GPs and other health professionals 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')

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 available on this page. 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 did our satisfied clients.

## Interested? These are the Next Steps

For further information about NRRHIP & Grant Solutions:

1. **W:** [www.grantsolutions.com.au/NRRHIP](http://www.grantsolutions.com.au/NRRHIP)
2. **E:** [info@GrantSolutions.com.au](mailto:info@GrantSolutions.com.au)
3. **P:** (03) 9593 8709

*"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*



# About Grant Solutions



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

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.

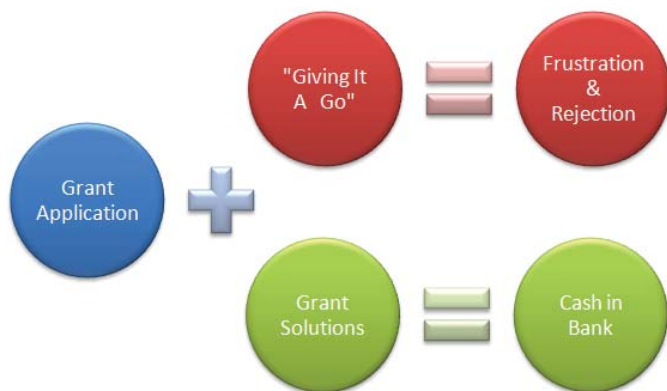
Grant Solutions solves this problem by submitting grant application on behalf of clients... successfully getting the money.

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 health professionals are unsuccessful in obtaining funding.



We change this. By engaging our services, health professionals 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 in the health industry and a high success rate in grant applications.

For further information about NRRHIP & Grant Solutions:

1. **W:** [www.grantsolutions.com.au/NRRHIP](http://www.grantsolutions.com.au/NRRHIP)
2. **E:** [info@GrantSolutions.com.au](mailto: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 health 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.

**Medical practitioners will need to act quickly as Grant Solutions is only accepting a limited number of clients for NRRHIP round 6 (closes @ 2pm December 15th).**