

HOW TO GET YOUR FIRST GRANT: LESSONS LEARNED AND TIPS!

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OVERVIEW

- ✕ Grant Mechanisms
- ✕ Building Your Research Team
- ✕ Building Your Resources
- ✕ Feasibility Data
- ✕ Writing The Grant
- ✕ Generating Ideas

GRANT MECHANISMS

✖ Funding Agencies

- + Your Institution
- + NIH
- + DOD
- + CDC
- + Foundations

✖ Mechanisms

- + Pilot Grants
- + Larger Grants
- + Program Grants
- + Education Grants
- + Meeting Grants
- + Small Business Grants

✖ Lessons Learned

- + Explore them all
- + Choose the right one
- + Read the RFA and PA many times
- + Keep RFA by you while you write
- + Call the PO and make them your buddy
- + Get a funded model
- + Get the review roster
- + Apply to more than one with the same grant idea

BUILDING YOUR RESEARCH TEAM

✘ Institution

- + Lesson: Resources
- + Lesson: Collaborative
- + Lesson: Pick where YOU can shine

✘ Mentors

- + Lesson: A good one!
- + Lesson: More than one is necessary

✘ Collaborators

- + Lesson: Incentivize them
- + Lesson: Get people who know what you don't
- + Lesson: Beware of the offer to work FOR them



BUILDING YOUR RESEARCH TEAM

✕ Staff

- + Lesson: Diverse personalities and skills
- + Lesson: Give them responsibility and autonomy
- + Lesson: Incentivize them and thank them

✕ Family and Friends

- + Lesson: If they don't get it your reviewers won't get it
- + Lesson: Listen to their ideas
- + Lesson: Have them read for you
- + Lesson: Thank them

BUILDING YOUR RESOURCES

✖ People

- + Lesson: They are your most important resource

✖ Money

- + Lesson: Get the best start up commitment you can
- + Lesson: The money is never enough

✖ Space

- + Lesson: Your office is less important than your lab
- + Lesson: Be creative in conceptualizing what a lab is

BUILDING YOUR RESOURCES

✕ Equipment

- + Lesson: Old, unused, & discarded equipment and supplies are your friend
- + Lesson: Pick the first things you buy wisely
- + Lesson: Use someone else's if possible (eg., COREs)
- + Lesson: Build it if possible
- + Lesson: Get very friendly with your vendors and maintenance staff

WRITING THE GRANT

✕ Writing Lessons

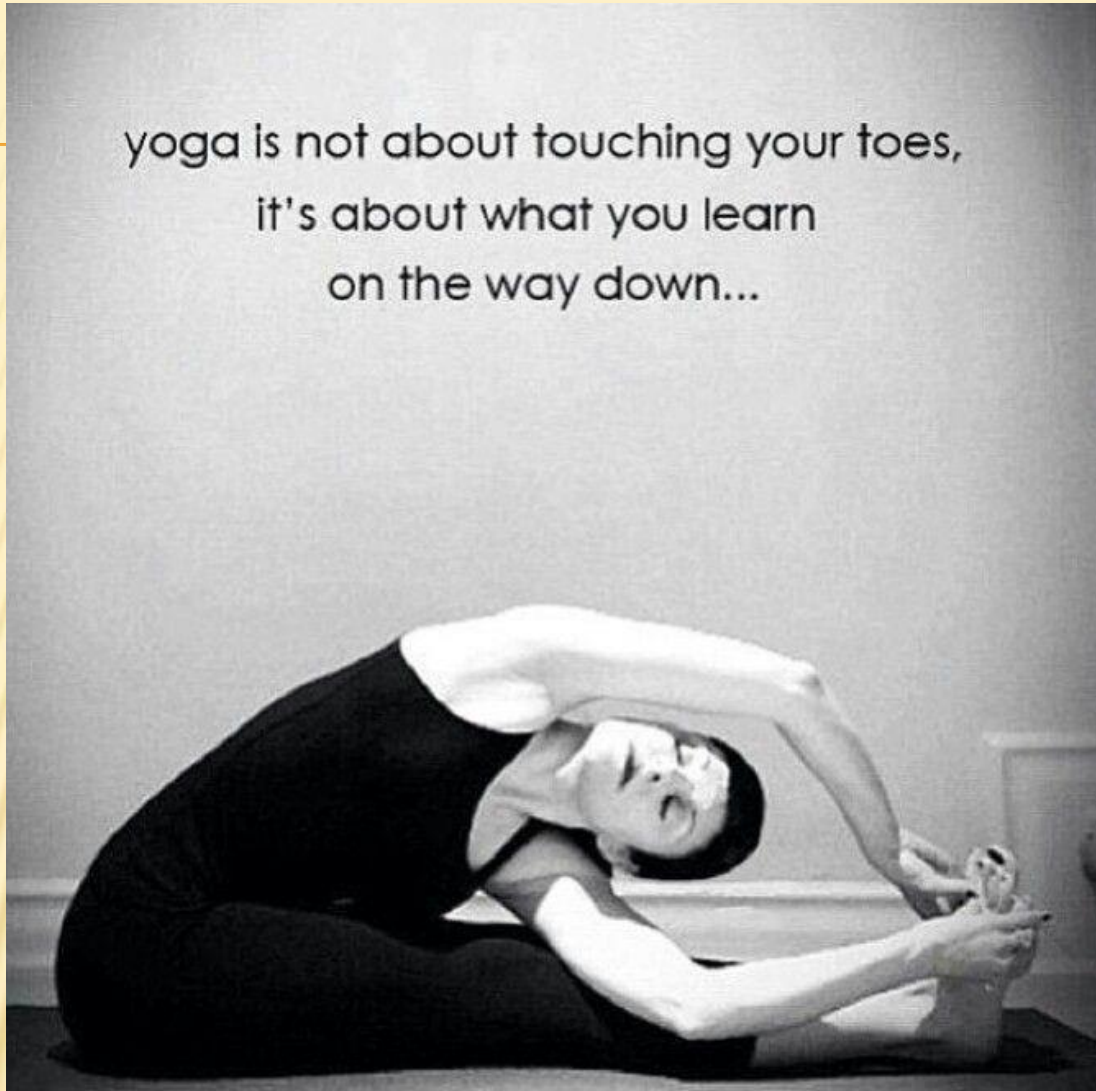
- + Use a funded model
- + Talk to the people on your team about your idea before you start to write
- + Write the specific aims page first and use it to solidify your idea
- + Be willing to follow your feasibility/pilot data, when it is not what you expect or others have seen this is often when you move the field the most

WRITING THE GRANT

✕ Writing Lessons

- + Have a team meeting and have your team help you come to consensus
- + Please all points of view in your grant
- + Write the grant in small sections
- + Allow one full day of writing per grant page
- + Writing an effective grant is a long and dynamic process

yoga is not about touching your toes,
it's about what you learn
on the way down...



Grant Writing IS About What you Learn Along the Way...

GENERATING IDEAS

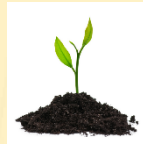
- ✖ This is hard for some people and easy for others but everyone can do it
- ✖ Share your ideas with trusted people: your ideas are your intellectual capital in this business
- ✖ Do not be afraid of your idea; put your feet on the pavement and go one step at a time
- ✖ Simplify complex ideas into stages and multiple projects: you have a long career ahead of you
- ✖ If you generate a lot of good ideas, you will never be able to do them all: use your collaborators and mentees to build a program when the time comes
- ✖ Be open to new things and don't be afraid to be slightly ahead of the mainstream, but stay close enough to be practical

EXAMPLE OF OUR PILOTS TO R01 PIPELINE

✕ Dr. Karen Mustian (Grants as PI only)

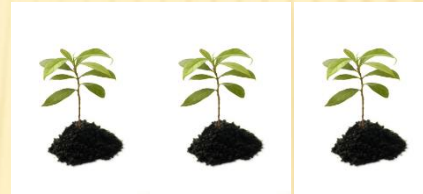
+ 2003-2006

- ✕ \$50,000 CCOP Pilot
- ✕ \$125,000 JPWCI Pilots



+ 2004-2005

- ✕ \$210,000 NCI CCOP Supplement
- ✕ \$525,000 NCCAM R21
- ✕ \$525,000 DOD IDEA Award



+ 2006-2012

- ✕ \$750,000 ACS MRSG
- ✕ \$750,000 NCI K-Award
- ✕ \$325,000 NINR R21



+ 2012-2016

- ✕ \$3,800,000 NCI R01
- ✕ \$1,300,000 NCI NCORP Supplement



+ 2017-2018

- ✕ \$6,500,000 NCI R01 (Scored 29, 14th Percentile)
- ✕ \$3,800,000 NCI R01 (TBS)



Feasibility Data

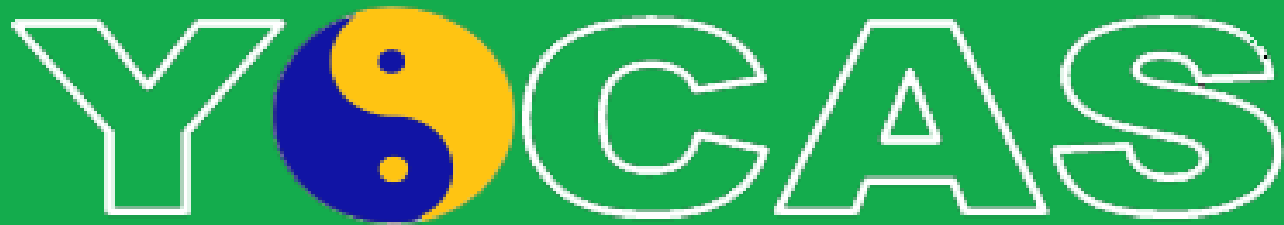
Tai Chi Chuan for Cancer-Related Fatigue & Other Side Effects in Breast Cancer Survivors: Physical & Immune Function



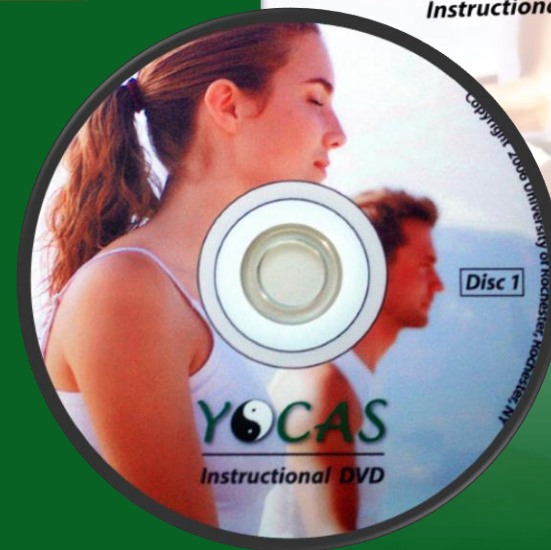
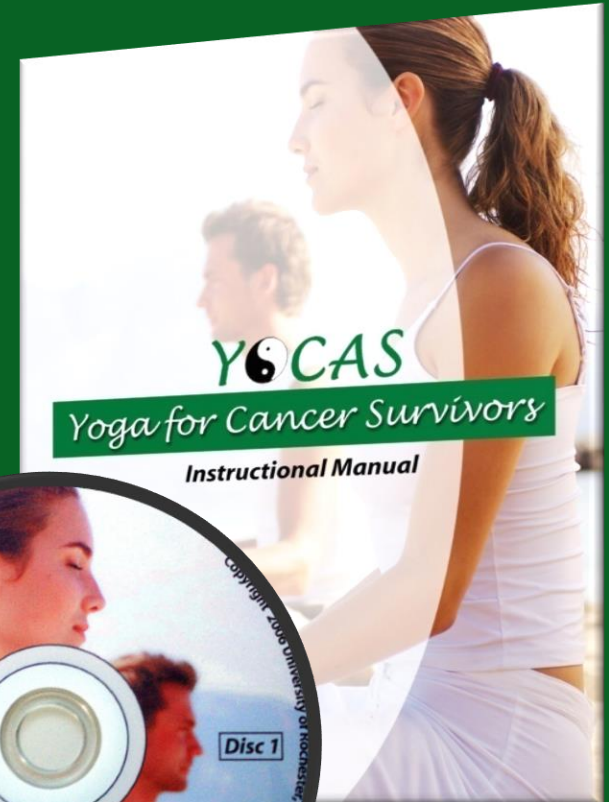
YOCAS[®] Yoga Significantly Improves Sleep, Anxiety, Mood and Circadian Rhythm: A URCC CCOP Research Base RCT in 410 Cancer Survivors

(Mustian, et al., 2013)

Funding: NCI U10CA037420
& OCCAM U10 CA037420-20S1



YOCAS[®] Intervention



A PERSON WHO NEVER MADE A MISTAKE
NEVER TRIED ANYTHING NEW.
-ALBERT EINSTEIN



MY MOTTOS

- ✖ Unite your vocation with your avocation and life purpose: Take time to figure out why you do this for a living
- ✖ There is no sweeter day to relax and play than the day your grant is funded
- ✖ Fear of failure in this business is really fear of unwillingness to work hard and meet challenges
- ✖ I WILL do what others won't
- ✖ I CAN and I WILL!

MY MAIN MOTTO

Aging Wrinkles the Skin
Quitting Wrinkles the Soul

PERSEVERANCE
PREVAILS

