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**NONPROFITS WIN GRANT MONEY WITH HELP OF
“REQUIRED READING” FROM SANTA BARBARA COUNTY AUTHOR**

“What's exciting about RIGHT BEFORE YOU WRITE,” says author Jonathan O'Brien, “is that this new book helps good-hearted people who have great causes they support with their time, talent and hard-earned money untangle a mystery that only highly specialized professional grant writers have been able to solve—until now. That is, how to get a piece of the annual \$500 billion a year that's out there in local, state and federal grant funds.”

In a fun to read, easy-to-follow, step-by-step process, RIGHT BEFORE YOU WRITE describes key planning strategies essential before the actual grant writing begins. Used to win more than \$385 million in competitive grant awards, this process has proven successful when used by novices and veterans on grant proposals of all sizes and types. Based on JON'S ALMOST WORLD FAMOUS SEVEN CS!, O'Brien incorporates his experiences as a screenwriter and madcap teaching style to better your writing by bettering your thinking—and better your ability to win grants. Because of his innovative approach, one of O'Brien's educational program designs is now in the Smithsonian Institution.

“O'Brien soars light years beyond the 'business as usual' approach to grant writing,” says Gail Willumsen, Emmy award-winning writer/producer. “[He] ingeniously demonstrates how the storytelling techniques of Hollywood’s top screenwriters can help hone a vague idea into a compelling concept imbued with structure and real-life drama—just the thing to capture the attention of funding agencies.”

Kristina Brook of K&M Enterprises, one of the most successful grant writing and fund development firms in the nation, has made RIGHT BEFORE YOU WRITE “required reading” for all her writers.

In addition to his work in the nonprofit arena, which involves writing grants, consulting with nonprofits and conducting workshops across the country, O'Brien is also an ever-popular screenwriting instructor at Santa Barbara City College.

Official publication date is set for December 15, 2008, but RIGHT BEFORE YOU WRITE is available online at www.SandyPointInk.com. Jonathan and Charlotte O'Brien launched Sandy Point Ink with a goal of publishing 10 “good books for good people who do good things” over the next 10 years. They work from Santa Barbara County during the winter and in Maine during the summer.

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