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**Corrosive 'Bugs'**

"I've heard almost every excuse imaginable for late-arriving and sloppily prepared research proposals. If applicants would only put themselves in the shoes of proposal reviewers, they probably wouldn't act so self-destructively." — Harold Waters, Deputy Chief for Referral, Division of Research Grants, NIH (in a review in C&EN, 6/85)

# GUIDELINES FOR PREPARING PROPOSALS

By Roy Meador

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- Introduction: Getting Started
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**Roy Meador** is a freelance writer specializing in technical and scientific subjects. His experience includes preparation of numerous proposals for university, company and association clients.

**This book of proposal preparation guidelines is designed to help individuals or groups organize, compile and write effective proposals. Whether you seek federal, state, foundation or private funds, you can benefit from the information, instructions and proposal development tips in the book. Preparing a proposal is a challenge and takes hard work, often over an extended period of time. But the potential payoff makes the effort exceptionally worthwhile.** —from the book

Lewis Publishers, 1985, 116 pages, 9¼" x 6¼", hardcover, \$19.95

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