

The FAIR Framework

Before pursuing any grant opportunity, ask: is this a FAIR use of my time and effort?

Fit

Does this funder's giving priorities reflect our work?

KEY SIGNALS

Eligibility criteria: Do we meet their stated requirements (org type, size, focus area)?

Mission alignment: Have they funded 3+ orgs with a similar mission in the last 2 years?

Geographic focus: Have they funded 3+ orgs in our region in the last 2 years?

Achievable

Can we realistically apply, win, and execute this grant right now?

KEY SIGNALS

Winning potential: Do at least 25% of their awards go to new grantees?

Award size match: Is the award within ~50% of what we actually need?

Org readiness: Can we submit a competitive application — and if we win, manage reporting and delivery?

Investment

Is the return worth the effort compared to everything else we could pursue?

KEY SIGNALS

Award size vs. effort: Is the award worth the application and reporting requirements?

Relationship potential: Does this funder have a track record of growing relationships over time?

Pipeline priority: Are there higher-probability opportunities already in our pipeline that deserve our energy first?

Relationship

What does our history with this funder tell us about our chances?

KEY SIGNALS

Existing connections: Do we have board, staff, or past grantee connections that could offer a warm introduction?

Past funding history: Have we applied or been awarded before — and what did we learn?

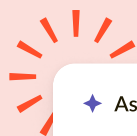


Instrumentl Discover: *Apply the FAIR Framework faster*

Built on the most comprehensive grant database in the field, Instrumentl Discover is designed to find every grant that fits, cut through the noise, and keep working when you log off.

Describe what you're looking for in plain language.

Tell the Prospecting Assistant what you're funding and get a curated list of opportunities worth your time. Have it refine your matches until they're perfectly tailored to your program priorities.



◆ Assistant

Help me find funders with a history of giving to new grantees.



I'm on it.

See the "why" behind every match — at a glance.

Funder history, geographic focus, eligibility nuance, and program context are surfaced with every recommendation. Make fast decisions on what to pursue without fact-checking funder websites.

Match insights

2.5 miles away \$40k avg award 2 contacts

- ✓ Major private funder in rural primary care
- ✓ Backed mobile clinic expansions in 3 states since 2023
- ✓ Open to multi-year requests

Based on your criteria, Instrumentl data, and funder 990s, summarized by AI.

Trust new opportunities to find you.

As new grants enter Instrumentl's database, your matches update automatically. Set your criteria once and let Instrumentl work while you sleep.

● 3 new matches since your last visit

New

Bellwether Award

Delacroix Family Foundation

\$ 155,000 Jul 11, 2027

- 85% of awards go to first-time grantees
- Giving concentrated in the South and lower Midwest
- Has funded patient outreach and health training

New

Waymark Grant

Harland Civic Endowment



34,000+ active opportunities



3.5x more relevant grants found



75% faster prospecting