



# Applying Yourself

## Research

Once that opportunity aligned with an artist's project is found, it's time to research information about the institution.

What patterns (if any) exist in the awards?

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Who are recipients? What are the amounts of awards?

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What does the IRS 990 ([www.guidestar.org/Home.aspx](http://www.guidestar.org/Home.aspx)) reveal about trends in awards?

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Who's in charge? What's their history?

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What does the press on the site reveal?

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What does a general press search reveal?

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What do the institution’s publications represent?

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Who serves on the board or committee?

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Are instructional webinars scheduled? If so, when?

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Who are the appropriate contacts?

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