



# Finding and preparing the right grant for your business.

Your first step is finding a grant that's right for your business and objectives.

## At home.

The Australian government is one source of small business grants. Check the [government's business website](#) and use the search tool to find what's available to you based on:

- Location
- Industry
- Your objectives
- Type of business

Deadlines are dependent on the grant.



**TIP:** It might also be worth exploring private funding grant programs. These tend to be for specific sectors and often come with very certain criteria.

## Selling overseas.

If you're looking to rapidly grow in an overseas market, you might want to consider the federal government's [Landing Pads](#) program.

To successfully apply, you'll need to demonstrate:

- Vision
- Scalability
- Traction
- Differentiation
- Market relevance

Applications run in three cohorts each year: check the [key dates](#).

Once you find the right grant for your business, you can use the useful checklist on the next page as a guide to assist you in your application.

## Before you begin.

**Before you start applying, you should ask yourself these questions:**

- ☐ Do I meet the criteria for application?
- ☐ Have I got enough time and resources to plan my application?
- ☐ Have I got enough revenue to support my application?
- ☐ Am I required to match the grant with my own money?
- ☐ Can I identify any roadblocks?
- ☐ Do I need to hire a consultant to help me draft my application?
- ☐ Do I need to clarify anything with the awarding body?
- ☐ Can I meet the deadline?

Once you've answered these questions, you should be able to make a decision whether or not to proceed with your application.

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## Information checklist.

**Every program has its own guidelines and judging criteria, but there are some general pieces of information you should have ready to go:**

- ☐ Company purpose: your one-sentence elevator pitch
- ☐ A clear description of your business
- ☐ An up-to-date business model and plan
- ☐ An outline of your business aims and objectives
- ☐ A detailed summary of how you will use the money
- ☐ The skills and experience of key team members
- ☐ Details of the market you operate in
- ☐ Who your customer base is
- ☐ Relevant financial information

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You'll need to show a thorough understanding of what your business will do with the grant before you apply. Get prepared early to help ensure you can put your best foot forward.

**Help when  
it matters**

