



Mission and Focus

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These focus areas are more *descriptive* than *prescriptive*. Anyone who works with and gets to know any Grant Helper should be able to reconstruct this list based on observations of actual practice.

- Contribute to the economic and social well-being of clients and the community, primarily with strategic planning, proposal development, education, and award management.
- Provide superlative service that yields demonstrable, positive results.
- Build long-term, collaborative relationships.
- Provide above-average income/return for Garton Consulting Services clients, owner(s), investors, staff, and affiliates.
- Provide a means for staff and associates to serve the community and grow professionally.
- Pursue promising entrepreneurial opportunities as they arise.
- Always observe the highest possible ethical standards.

Guidelines for Interactions

Always provide value.

In each and every interaction, external and internal, we strive to *always provide value*. We also endeavor to do the following:

- Build long-term relationships over time.
- Find ways to strengthen and benefit the other party.
- Customize our offerings and involvement, providing assistance where it is most wanted and most needed.
- Gather input, solicit useful information, disseminate useful information.
- Build corporate assets over time.
- Advance our contacts into active advocates.
- Reinforce our positive image: competent, interactive, cooperative, supportive, friendly, and professional.