



## Five Approches to Philanthropy

Approach	Purpose	For Donors Who...
Cheque -book Philanthropy	Providing immediate crucial support to the non-profit sector	<ul style="list-style-type: none"> <li>• Want to give back to the organizations or causes that have been important in their lives</li> <li>• Fund Causes and participate in events as part of a social network of contributors</li> <li>• Seek to spread their money around to many organizations</li> <li>• Want to provide general support to organizations rather than targeting their dollar to specific programs</li> </ul>
Responsive Philanthropy	Supporting needs and Priorities	<ul style="list-style-type: none"> <li>• Develop deep philanthropic expertise in a few focused areas</li> <li>• Fund specific programs, as opposed to supporting organizational overhead</li> <li>• Place some conditions on the acceptance of grants, such as requirements for matching funds or reporting back results</li> <li>• Maintain an arm’s length relationship with grantees rather than engage in active management or hands-on assistance</li> </ul>
Venture Philanthropy	Building capacity for growth and sustainability	<ul style="list-style-type: none"> <li>• Prefer long-term partnerships with a handful of organizations doing good work</li> <li>• Desire heavy involvement in the day-to-day affairs of the organizations they fund</li> <li>• Want to apply their business/management practices to their philanthropy</li> <li>• Want to fund small-scale projects that can grow into larger initiatives</li> </ul>
Results-Based Philanthropy	Solving social problems by addressing root causes	<ul style="list-style-type: none"> <li>• Have a particular social problem in mind that they want to address/solve</li> <li>• Want to have a significant role in “setting the agenda” for change</li> <li>• Are willing and able to devote significant resources to their philanthropy</li> <li>• Are not afraid of controversy</li> </ul>
Collaborative Philanthropy	Sharing solutions and building knowledge	<ul style="list-style-type: none"> <li>• Want to assume a “big picture” approach in solving community needs</li> <li>• Are willing to give up some control over specifics in exchange for greater influence for the group as a whole</li> <li>• Want to be part of a network of like-minded, hands-on givers who feel similarly committed and are passionate about the same issues</li> </ul>

*\*[Billions of Drops in Millions of Buckets, Steven H. Goldberg]*