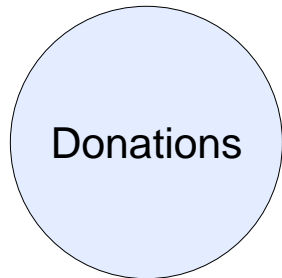


Five Steps of Philanthropy in Australia



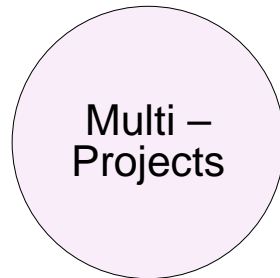
1

Giving

- Responds to requests for assistance
- Funds for crisis relief
- Ad hoc donations

Assumes

- Acceptance of wealth
- Issues on passing wealth on and giving it away resolved
- Conscious decision to engage in social fabric and civil society issues



2

First step to philanthropy

- Organised
- Keeps track of gifts
- Establishes mechanism structured giving
- Often wide small grants program
- Short term focus
- Often overwhelmed by large number of requests



3

Circuit Breaker

- Questioning – Are we Making a difference? What are others doing? Are we on the right path?
- Often employ a staff member for first time or get external advice
- Articulate strategy & mission
- Fund fewer specific issues
- Proactive in seeking projects & organisations that meet criteria
- **For new philanthropists, usually takes about 4 years from Step 2 to Step 3**



4

May operate at Steps 4 & 5 in one area & Step 1 & 2 in other areas

- Sophisticated & professional
- Often some large multi-year grants
- Engaged philanthropy
- Longer term focus on issues & results
- Help NFPOs grow
- May establish new programs or organisations that fill a gap in an important area
- Stewardship



5

- Sophisticated & Professional
- Building Scale
- Recasting issue for systemic change
- Seeks and fund ways to leverage own resources through research, advocacy, networks, collaboration and partnership cross-sector
- Stewardship

Philanthropy becomes the most important & satisfying part of who you are & what you do

Grant-making

primarily giving money & some time

Social Investment

giving money, time, information, skills, goods, services, voice & influence