



A Pathway to Philanthropy

filantropia
rethinking philanthropy

2020

“When you stop thinking about yourself all the time, a certain sense of repose overtakes you.”

Leonard Cohen

Philanthropy can be challenging

Achieving what you want to in philanthropy can be difficult at times:

- What are my end goals?
- Where will I focus?
- How do I know if my giving is effective?
- How do I work with others in my family?

Even when you think you have resolved these questions, at times of change you may question yourself again.

Turning Points

filantropia has a deep experience in grantmaking, administering Private Ancillary Funds, and in not-for-profit leadership. We understand that starting out can be daunting, and if you are already giving, there are turning points in philanthropy when you want to:



be more effective



understand impact



increase your giving level



get more satisfaction



engage other family members

Pathway to Philanthropy

filantropia has designed a series of bite-sized, modular, readily affordable practical elements to help you progress on the pathway to philanthropy. We offer guided exploration of a number of elements and insights to inspire you.

You can pick and choose which elements suit you best, when you need them.

We work by engaging your key people from the outset, and throughout, co-creating and using design thinking principles. By the end of the process you will truly own and embrace the result.

Elements

Review & Analyse



The elements in place for
your current philanthropy

Explore



To understand the
potential for new
directions

Guide & Implement



To make the most
of the results

1. Review & Analyse

Giving targets & results to date

- where you give.
- how you give.
- achievements of recipients.
- alignment with core beliefs & strategy.

Frameworks for giving

- strategy documents.
- external communications.
- donor letters.
- Trustee communications.
- other.

Functionality

- internal relationship dynamics.
- external relationship dynamics.
- workloads.
- other.

2. Explore

Core beliefs in philanthropy

- your social perspectives.
- potential opportunity for impact.
- the agency that philanthropy holds.

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Vision & purpose

- aspiration.
- intention.
- goal.
- timeline.
- underlying values that drive your behaviour.

Participation in community

- extent of engagement.
- areas of engagement.
- goals for participation.

3. Guide & Implement

Establish
priorities for
change

- select priorities.
- allocate responsibility.
- establish monitoring & review process.

Establish
timeline for
change

- staged implementation.
- consideration of internal & external factors.

Support
the change
process

- filantropia provides ongoing guidance.
- overcoming barriers.
- achieve goals.

Delivery

Explore 'MVP'



To understand the
potential for new
directions

Our three elements are designed to be delivered as a series in order to access the full benefit. The delivery of the elements can be staged over time.

We recommend 'Explore' as the Minimum Viable Product.

Credentials



TERESA ZOLNIERKIEWICZ
CO-FOUNDER, DIRECTOR

An accomplished executive in financial services, Teresa's career has focused on philanthropy advice and the donor experience. She is a social change influencer; co-designing giving strategies with high net worth clients to deliver impact for causes, and to satisfy personal and family aspirations in philanthropy and legacy.

Teresa is a experienced speaker, editor and author on philanthropy and giving. Her reputation in the philanthropy industry is underpinned by skills that include - leadership, facilitation, creativity, client focus, meta-thinking and the ability to set vision, build confidence and empower people, teams and other leaders.

Teresa is the Chair of the Melbourne International Film Festival, and member, Committee of management of the Mirabel Foundation. She holds a Master of Management, Bachelor of Arts and Diploma of Education and is a Graduate of the Australian Institute of Company Directors.

ROBYN CHARLWOOD
CO-FOUNDER, DIRECTOR

Robyn is an experienced not for profit leader and CEO, philanthropy strategy designer and relationship expert.

Robyn's ability to transfer skills across sectors has seen her traverse from leadership of a major Australian charity to strategy and relationship development in the financial services industry, particularly in philanthropy. Robyn has co-created a global philanthropy strategy for a major corporation, project managed the creation of a world first digital giving tool and developed a philanthropy strategy for Asian high net worth clients.

Robyn uses her business acumen, diverse career experience and strong interpersonal aptitude to skilfully connect people and communities of interest for mutual benefit.

Robyn is a Williamson Community Leadership alumnus, Member, Advisory Committee for Ashton Nixon Bequest and Advisory Board Member of University of Tasmania's Wicking Dementia and Research Centre.

Robyn holds a Bachelor of Science [Hons], Graduate Diploma of Nutrition and Dietetics and Bachelor of Arts (Fine Arts).





Contact us:

For a confidential, no obligation discussion and
analysis of your situation and needs:

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