



Create a Philanthropy-Ready Organisation

filantropia
rethinking philanthropy

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“Effective philanthropy requires a lot of time and creativity - the same kind of focus and skills that building a business requires.”

Bill Gates

Why create a Philanthropy-ready Organisation?

Philanthropy is an increasingly important revenue stream and relationship building tool for charities and other not for profit organisations.

Philanthropic success requires organisations to put in place a philanthropy culture, strategy, systems and tools to maximise the opportunity.

To develop a successful philanthropy program requires prioritising philanthropy at a strategic organisational level, and the development of skills and tools over time.

What does a Philanthropy-ready organisation look like?

A Philanthropy-ready organisation has leadership that understands and supports a culture of philanthropy, an accessible organisational strategy, philanthropy strategy and project narratives that will engage philanthropists.

The organisation knows where to find philanthropists and how to engage and steward them.

The requirements for an organisation to become Philanthropy-ready differ depending on the size of the organisation and its stage of philanthropy competence.

How Philanthropy-ready is your organisation?

Often organisations do not devote the necessary time to philanthropy because frequently the urgent takes over from the important, and philanthropy becomes de-prioritised. Or, the organisation lacks the vision, internal confidence and focus to build and deliver a philanthropy program.

To resolve this problem we have developed a range of Philanthropy-ready services for you to select from, depending on your organisation's size and stage of philanthropy competence.

filantropia's experience in the sector informs us that many not for profits are not fully ready to achieve sustainable philanthropy success in a highly competitive philanthropy market.

Use our Philanthropy-ready Check List to self-assess your organisation's readiness.

Elements

Review & Analysis

- of culture & systems

Board & CEO

- Orientation
&
Engagement

Strategies

- validation
or
design

Enabling Systems & Tools

- validation
or
design

Guidance

- support for
implementation

1. Review & Analyse

Your philanthropy
approach

- identify gaps.
- identify opportunities.
- website review though a philanthropy lens.

Your philanthropy
culture

- philanthropy, as a strategic organisational asset integrated across the organisation.
- philanthropy, as a joint Board & CEO responsibility.

2. Strategies

Validate or
design organisational
strategy

-through a
philanthropy
lens.

-a strategy that is
accessible and
engaging for
philanthropists.

Validate or
design philanthropy
strategy

-targets, mission,
objectives,
systems & tools
are in place.

-deliverables &
timelines are in
place.

3. Enabling Systems & Tools

Create project narratives

- to engage philanthropists.
- include case studies that illustrate need.

Network mapping

- create philanthropy personas.
- identify philanthropy leads.

Validate or build stewardship program

- build & sustain philanthropy relationships.
- identify & package philanthropy experiences.

4. Board & CEO

Board orientation & engagement

-understands
philanthropy is a
governance
issue.

-understands
philanthropy
role & is
confident to act.

CEO orientation & confidence

-understands &
values
philanthropy &
is confident to
act.

5. Guidance

Support

- strategic philanthropy implementation.
- Philanthropy-ready Board program implementation.

Coaching or mentoring

- CEO, Development Managers, Directors, Trustees.
- ACTIVATE program for small organisations.

Delivery

Philanthropy-ready
'MVP'



For organisational
philanthropy success

Our five 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.

A minimum viable product would be to combine 'Review & Analysis'+ 'Enabling Systems & Tools'+ 'Board & CEO'.

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:

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organisation and your needs:

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