



## Putnam Consulting Group

Confident Giving • Dramatic Return

### Transformational Giving<sup>SM</sup> Webinar Series Discussion Guide

#### Episode 2: Increasing Speed in Philanthropy

1. What are the top ideas you heard today that will help you or your organization increase your speed?
2. Name three changes you can make as an individual to increase your speed. Now pick one of them and implement it for the next two weeks, starting immediately. Share your progress and what you learned with colleagues at your next meeting.
3. Identify three things that you could spend the first hour of your day doing that would be creative, productive and/or would reduce your stress (not checking email!). Schedule them on your calendar for three days in the next week to remind you.
4. As a team:
  - Go around the room and identify areas where your organization duplicates efforts, wastes time, experiences unnecessary bureaucracy, is held back by outdated policies, or simply moves too slow. Be careful not to blame people or get defensive. Remember, everyone gets stuck in habits, and no one wakes up in the morning saying “how can I slow things down today?” Focus on the desired outcome and the fastest way to achieve that outcome.
  - Prioritize 1-2 of them
  - Ask yourselves: What is our desired outcome?
  - Brainstorm ways to quickly achieve that outcome
  - Prioritize solutions and actions to take
  - Assign accountabilities (who will do what, by when)
  - Make a plan to check back at designated times to share progress and impact
5. What types of investments could you make in yourselves or in your organization to speed things up? (could be investments in policy, people, training, technology, research, etc.)
6. What do you think holds you back from being more nimble and quick? (you can answer as an individual or as an organization)

***Need help with any of the topics referenced above? I serve as a trusted advisor and personal sounding board to philanthropy leaders and ultra high net worth donors. As your advisor I provide you with unlimited access to my expertise and advice on any aspect of your work, strategic or tactical, helping you navigate your day-to-day and long-term strategic decisions. Learn more about how we can work together here: <https://putnam-consulting.com/services/advising-and-coaching/>. Or simply call me at 800-598-2102 x1 so we can discuss your needs and see how I can be of help.***