



## Putnam Consulting Group

Confident Giving • Dramatic Return

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

#### Episode 3: The Innovative Funder

1. How do we define “innovation”?
2. Do we expect our grantees to be innovative (e.g., is it part of our grant guidelines or funding criteria)?
3. Do we “walk our talk” with innovation (or do we expect others to be innovative without being innovative ourselves)?
4. What are some of the innovative ideas and practices we have generated in the past? What are some innovations we have helped to fund?
5. Do we currently have the four conditions necessary for innovation (leaders as champions for innovation; a belief that everyone can generate innovative ideas; willingness to regularly identify, vet, test and implement new innovations; and adheres to prudent risk tolerance)? If not, what can we do to put them in place?
6. Pick any of the seven sources of innovation, and spend 30-60 minutes brainstorming ideas:
  - Unexpected successes
  - Unexpected failures
  - Unexpected events
  - Process weaknesses
  - Changes in field/sector
  - Changes in demographics
  - Changes in knowledge

Then ask yourselves: what specific opportunities or ideas can we develop from these changes, challenges and successes? What new approaches, models, programs, services, processes, etc. can we develop to take advantage of these opportunities or address these needs?

Pick the top ideas that you feel are worth exploring. Make a plan do the next step to assess these innovative ideas (this might include setting the next meeting, giving yourselves a deadline, and assigning accountabilities).

***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.***