



## Putnam Consulting Group

Confident Giving • Dramatic Return

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

#### Episode 6: Overcoming Fear in Philanthropy

1. Review the 11 ways fear manifests in philanthropy, and count how many you experience or your organization experiences:
  - 1) Fear of failure
  - 2) Fear of taking risk
  - 3) Fear of making decisions
  - 4) Fear of alienating or disappointing others
  - 5) Fear of taking the lead
  - 6) Fear of recognition and visibility
  - 7) Fear of learning that you aren't right
  - 8) Fear of loss
  - 9) Fear of abundance
  - 10) Fear of what's happening in the world, our communities
  - 11) Fear of repressive political and legal environment for philanthropy

Take Kris's Philanthropy Fear-o-Meter:

If you/your organization experiences:

- 1-2 types of fear, you are a courageous funder!
- 3-6 types of fear, you need to begin making changes now
- 7-11 types of fear, you need to get professional help, now!

2. Look for patterns. Which types of fear do you (or your organization) regularly experience? Why?
3. Compare your responses to your colleagues. Are you similar or different in terms of your "score", the types of fears you experience, and the types of fears you feel your organization experiences.
4. Which type of fear would you most like to tackle first? Why?
5. What are three changes you can make immediately to begin dismantling this fear, and begin building your fear-busting muscles and immunity from fear?
6. How can you hold yourself accountable to making these changes (e.g., find an accountability partner, plan to discuss progress at a future staff meeting, etc.)?

***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.***