

MY GIVING PERSONALITY

1 THE QUESTION I AM MOST LIKELY TO ASK IS:

- A. What is the impact the gift will have?
- B. Who will be helped by the gift?
- C. Will this gift make life better for people I care about?
- D. What are the details of how the gift will be used?

2 TYPE OF PROJECTS I'M MOST ATTRACTED TO SUPPORT:

- A. High impact / hard to fund.
- B. Projects I can participate in personally.
- C. Projects that help people.
- D. Projects that provide a detailed plan and reporting.

3 I PREFER TO GIVE:

- A. Based on my budget (supply) to the highest quality opportunities (demand).
- B. To many projects where I can make a difference.
- C. To a few projects where there is humanitarian need.
- D. To a limited number of proven high-performing projects.

4 I PREFER REPORTING THAT IS:

- A. Timely, accurate, complete and concise.
- B. Personal and tells a story about how many people were helped.
- C. Personal and shows specifically who my gift helped.
- D. Detailed, accurate and limited to facts.

5 I PREFER TO BE CONTACTED:

- A. When there is something meaningful to communicate.
- B. When something exciting happens along the way.
- C. With an update about the people involved as the story develops.
- D. With a quick update as each step of the process is completed.

6 I PREFER DUE DILIGENCE THAT:

- A. Reports projected and actual return on investment including outputs & outcomes.
- B. Gives concise insights into the passion and impact of the organization.
- C. Provides an overview of how the organization will help people and over the longterm.
- D. Reports on compliance, planning and outputs and how they will be achieved.

7 I WANT MY PERSONAL GIVING STRATEGY TO BE:

- A. Focused, impactful, measurable.
- B. Flexible, adaptable and fun.
- C. Thoughtful, long-term, committed.
- D. Detailed, thorough and measurable.

8 MY GIVING STRATEGY IS MOST LIKELY TO BE:

- A. Action-oriented with a bias toward leveraged impact.
- B. Open to new ideas and opportunities that inspire me.
- C. True to my core values and biased toward building long-term partnerships.
- D. Thorough with a bias toward funding projects that are well-planned.

9 ONCE I GIVE, MY RESPONSIBILITY IS TO:

- A. Let the organization execute their plan and then evaluate their results.
- B. Trust that the organization will do what they say and encourage them along the way.
- C. Trust the organization and volunteer when the opportunity is given.
- D. Trust, but verify, add value and help course correct when possible

10 WHEN I GIVE MY TALENT AND TIME IT MUST BE:

- A. Important and have impact.
- B. With people who have fun while getting stuff done.
- C. Meaningful and have real value for people.
- D. A task that is well-designed, efficient and effective.

MY GIVING PERSONALITY

HEAD

HEART

FAST



DRIVER COMPETITIVE

LIKES: concrete, concise, measurable facts
ASKS: “what” questions
WANTS: clear, accurate, timely answers

GIVING STRENGTH:
will act boldly and write the check
GROWING EDGE:
can be overly critical/blunt



CHAMPION SPONTANEOUS

LIKES: big picture information in story form
ASKS: “why” questions
WANTS: compelling story about an opportunity to help

GIVING STRENGTH:
committed champion
GROWING EDGE:
balancing enthusiasm with due diligence



ANALYST METHODICAL

LIKES: details, concrete objectives and thorough plans
ASKS: “how” questions
WANTS: step-by-step explanation

GIVING STRENGTH:
passion for details and finding solutions
GROWING EDGE:
may get bogged down in the details



ENCOURAGER HUMANITARIAN

LIKES: information about individuals in a story
ASKS: “who” questions
WANTS: stories about individual(s)

GIVING STRENGTH:
committed encourager
GROWING EDGE:
may engage in helping that hurts

SLOW

TENSIONS ARE OK.

They are a reasonable part of growing in giving. As we acknowledge the tension, we are better equipped to manage the tension as we grow. Check on the continuum where you fall on the tension map.

HURTING

HELPING

DETAILS

CONCEPT

FACT DRIVEN

SPIRIT LED

RETURN ON INVESTMENT

RELATIONSHIP

PROJECT GRANTS

OPERATIONAL GRANTS

RELIEF AID

ADDRESS SYSTEMIC ISSUES