Impact-Driven Philanthropy is the practice of strategically using our time, talents and resources to make meaningful, measurable change. Guided by clear goals and strong values, impact-driven philanthropists have a passion for solving problems and a commitment to partnering with the people closest to the problems we aim to solve. While each person's journey is different, certain **core beliefs** can guide us to discover the strategies and solutions that will allow us to do the most good for the causes we care about:

1) **Clear, Sustained Focus.** Focusing our giving on specific issues or places, especially those we have a personal passion for, can help drive our dollars to do the most good. When we invest in causes we're passionate about and stick with them for the long haul, our work can achieve lasting impact.

2) **Research-Informed Strategy.** Exploring the landscape is an important first step toward achieving impact. Research can help us understand the needs of the people we're hoping to help and the capacity of our potential partners—informing our strategy for making meaningful, measurable change. For those of us with limited time to commit to a cause, research can also help identify others who can leverage our resources for maximum impact.

3) **Continuous Collaboration & Learning.** Joining forces with others allows us to achieve greater impact than we could on our own, especially when we collaborate closely with the community leaders doing work on the ground. Productive partnerships are built on a foundation of mutual respect. They are sustained by clear communication, alignment of goals and methods, openness about challenges, and conscious striving for learning and improvement.

In an effort to bring further specificity to what defines philanthropy that can create the most social good, we are offering a set of **principles** and **practices** that align with these three core beliefs.

The following principles and practices are meant to reflect what's at the core of what we mean by "impact-driven philanthropy." It's not a list of absolutes or even a complete inventory of the elements that contribute to high impact. There is no intent to suggest that there is one right way to have an impact or that everyone should follow these at all times. Different practices have their place in different situations, and people have varying amounts of resources and time they can dedicate - all of which we fully recognize and respect. They are designed to be broad-reaching in their scope, yet concrete enough to be translated into action. And we are open to feedback and other funders that want to sign on!

We also believe in making an active statement that, while we aren't here to preach, we do believe there are better ways to do philanthropy and we share these 10 principles and 12 practices in that spirit. We hope to build an impact-driven giving movement within the philanthropy sector whose time has come.

Shared in the Spirit of Collaboration and a Better Future for All –

PRINCIPLES – higher-level concepts that serve as the foundation for Impact-Driven Philanthropy

- Intentionally use your *values and ethics* and *life experiences* to help select the cause(s) you want to address and guide your giving for the long-term
- Approach your work with a *problem-solving* strategy, defining *clear goals* you can use to track progress and course-correct as necessary.
- Be transparent about and *learn from our mistakes*
- The giving *vehicle* you use for your giving should *follow* your strategy.
- Harness *all of your assets*, not just financial ones, when appropriate. You can be an advocate, leverage your networks, share other professional skills, etc.
- Encourage leadership and seek out engagement *from the communities* most affected by your issues.
- Seek to build *respectful relationships* with grantees, partners and other collaborators working on the same cause
- Invest in what it takes to build high-performance nonprofit *organizations, not just programs*.
- *Partner and collaborate,* whenever possible, to have greater impact
- *Understand the systems* in which your causes are embedded and make an intentional choice about supporting direct services or public policy or system change, etc.

PRACTICES – behaviors and processes that describe IDP with more specificity

- Don't spread your resources too thin. Instead, *focus* your resources so you have the best opportunity to make a meaningful difference and to learn along the way.
- Develop a *theory of change* (i.e. description and illustration of how and why a desired change is expected to happen) that is informed by research and a solid understanding of the issues and landscape.
- When initiating a new program or grant, be prepared to stick with it for a *long enough time period* that is consistent with your goal.
- Make sure to *right-size* your capital with the organization and outcomes you're investing in. In other words, don't expect big change if you provide only spare change.
- If you don't have the time to invest in your own due diligence, it's also strategic to *align your contributions* with a respected colleague or funder who has done so.
- *Co-create solutions* with those you hope to benefit. Listen to them, seek input, and invite them to be part of defining your approach. And ask if the leaders of the organizations you support have deep experiences with the issues and community.
- Be as *transparent and open* as possible with all of your stakeholders, including intended beneficiaries, grantees, and other funders.
- Solicit *unbiased, regular feedback* from your stakeholders, especially from beneficiaries.
- Provide *flexible, less-restrictive, multi-year funding* to give grantees the ability to invest in their core (human and technological) infrastructure.
- *Engage other funders* who may have similar goals, whenever feasible. Donors who "go it alone" often fail to achieve the long-term impact they seek.
- Fund efforts to collect, analyze, and build the capacity within non-profits to use *relevant data*, so you have a basis for understanding what's working and what's not.
- Build a *network of peers* who can help you problem-solve, course-correct, and get better results over time.