Foundation programs: Improving your impact

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Building relationships

- Honesty
- Transparency
- Hard conversations
- Openness to feedback

Always strive for open and trusting relationships with applicants and grant partners.
Communications

• Clearly explain:
  – What you fund.
  – What you do NOT fund.
  – How you measure success.

• Initiate dialogue.

• Pick up the phone.
Rightsizing your process

- Tailor expectations to your grant amount.
- Be mindful of the net grant award.
- Take a fresh look.
Collaboration

• Be a resource!

• Non-financial assistance:
  – Development of performance measures
  – Encouraged and facilitated collaboration
  – Research of best practices
  – Assistance with communications, marketing and publicity
Trusted resources

- **The Center on Effective Philanthropy**
  effectivephilanthropy.org

- **Grantmakers for Effective Organizations**
  geofunders.org

- **Council on Foundations**
  cof.org

- **Johnson Center for Philanthropy**
  johnsoncenter.org

- **Grants Managers Network**
  gmnetwork.org
Questions?