

## PHILANTHROPIC MINDSET

Philanthropic leaders share certain core characteristics that set them apart from others. Paradoxically, personal wealth is not one of them. While money *is* the coin of the philanthropic realm, the broader notion of authentic philanthropy is defined more by one's personal values and less by one's personal wealth. The historically misleading perception that philanthropists are represented only by the rich and powerful has blurred the reality of widespread and genuine expressions of humanitarianism that are demonstrated every day by everyday folks all across the country.

With that in mind, teaching the art, science and business of philanthropy to the next generation without providing a strong foundation of values-driven beliefs would be ineffective. Therefore, our program model nurtures a philanthropic mindset in students which is both a major goal and a significant outcome of the program. Instilling this mindset in students can lead them to a life-long commitment to philanthropy.

Specific to the TPI learning model, the philanthropic mindset consists of the following characteristics:

- 1) Social Responsibility – Understanding that the root words for philanthropy translate to “love of humankind” and that one's belief in the ideals of freedom, equality and equity is sacrosanct.
- 2) Problem Solving – Knowing that unraveling the root cause of a problem, as opposed to addressing symptoms, represents the highest and most important purpose of philanthropy.
- 3) Relationship Building – Realizing that one's ability to associate with and engage others in social change activities includes a commitment to be a catalyst, convener, communicator and forward-thinker.
- 4) Resourcefulness – Recognizing that creative approaches, innovative ideas and critical thinking are the only ways to make a true, meaningful and long-lasting difference in the world.