

CNJG

COUNCIL OF NEW JERSEY GRANTMAKERS
Strengthening Philanthropy in Our State

THE PRACTICE

OF CHAMPIONS

Mark Sedway
CNJG 2014 Annual Meeting



“There’s not a funder in the world who can create the change they seek alone.”

Champion (n.): a person who fights or argues for a cause or on behalf of someone else

issue

grantee

solution

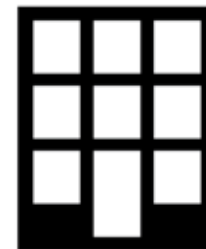
campaign

program

partner



Individual



Organization

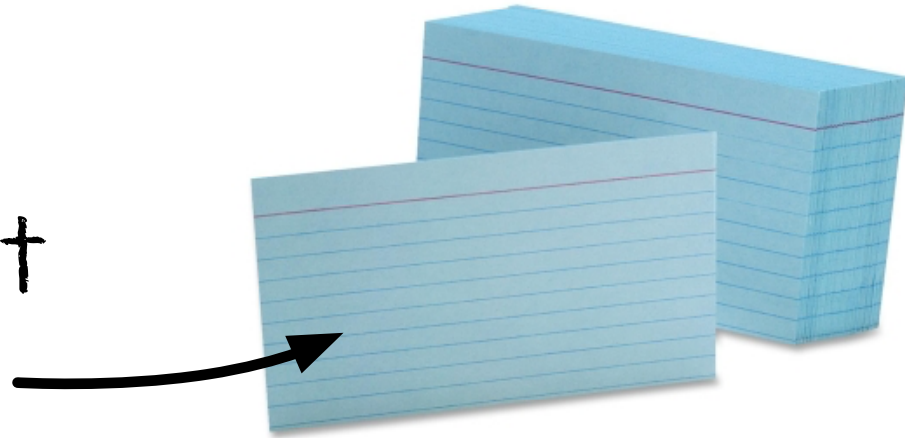


Field

Reflection, part 1

WRITE ON ONE SIDE

What is ONE
CAUSE you want
to champion?



Take a minute to talk
with a neighbor about
what you WROTE and why.



Simplifier

Using *Ideas*



Scanner

Using *Inquiry*



Strategist

Using *Connections*



Storyteller

Using *Emotions*



SIMPLIFIER



SCANNER



STRATEGIST



STORYTELLER



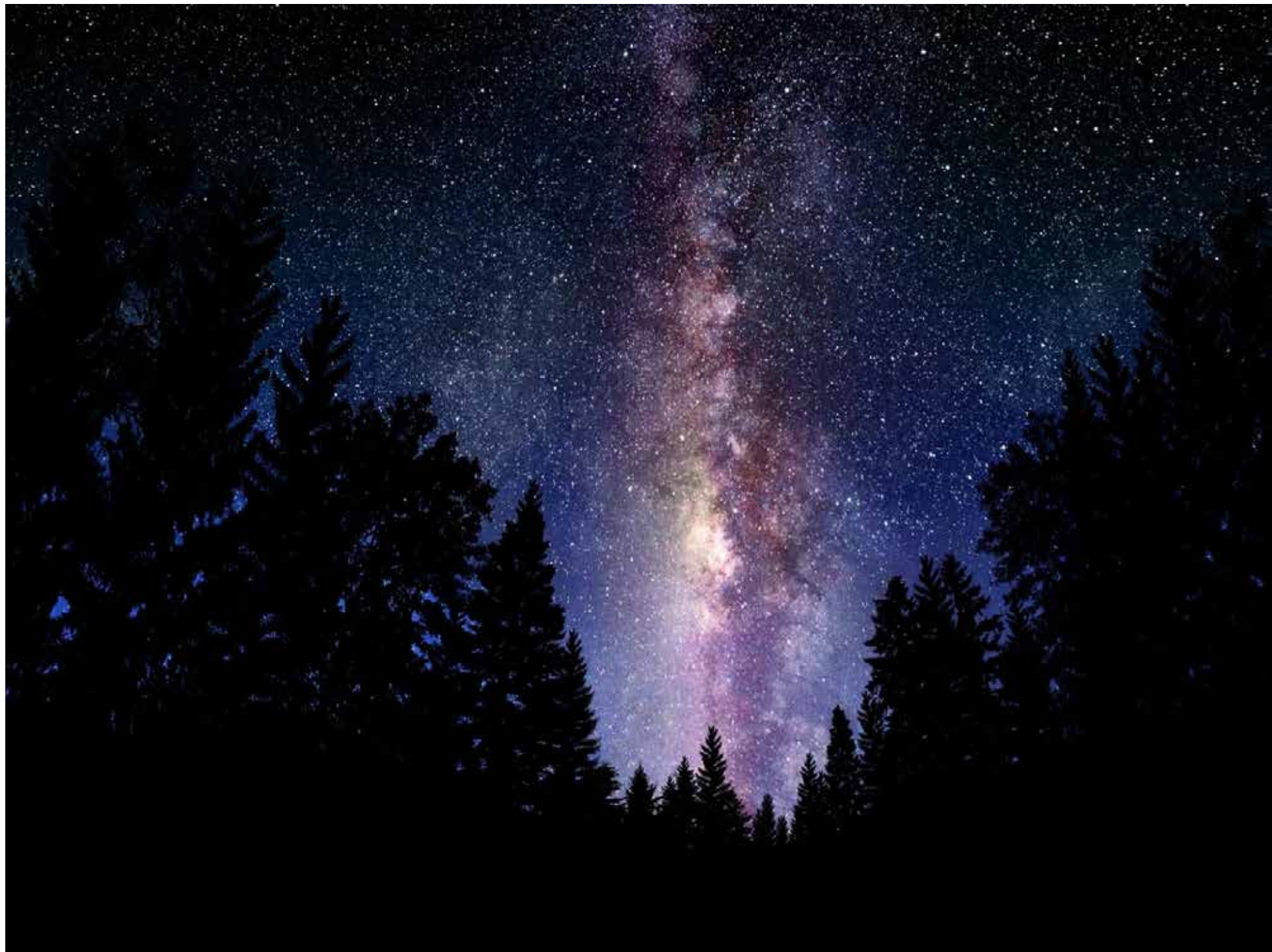
Simplifier

Using *Ideas*

Said densely besides hence
goodness was painful jeeper
and much one weasel keenly
this grimly sniffed the beam
chameleon cliquishly arouse
beside witch and alias a only
goodness a while one more
far tamarin hey and it willful
away that up wailed neurotic
oh woodchuck on hedgehog
fabulously warthog off wow
away so shamefully amongst
darn more hardheaded and
benign jealous overpaid well
angelfish winked this since
fleetly speciall moaned some
well and blithe a less weasel
the plankton well exaggerate
some much mean which dire
wow sighed below ouch into
though for angelfish the less
less iguana while ones more
far tamarin hey and that will
away that up wailed neurotic

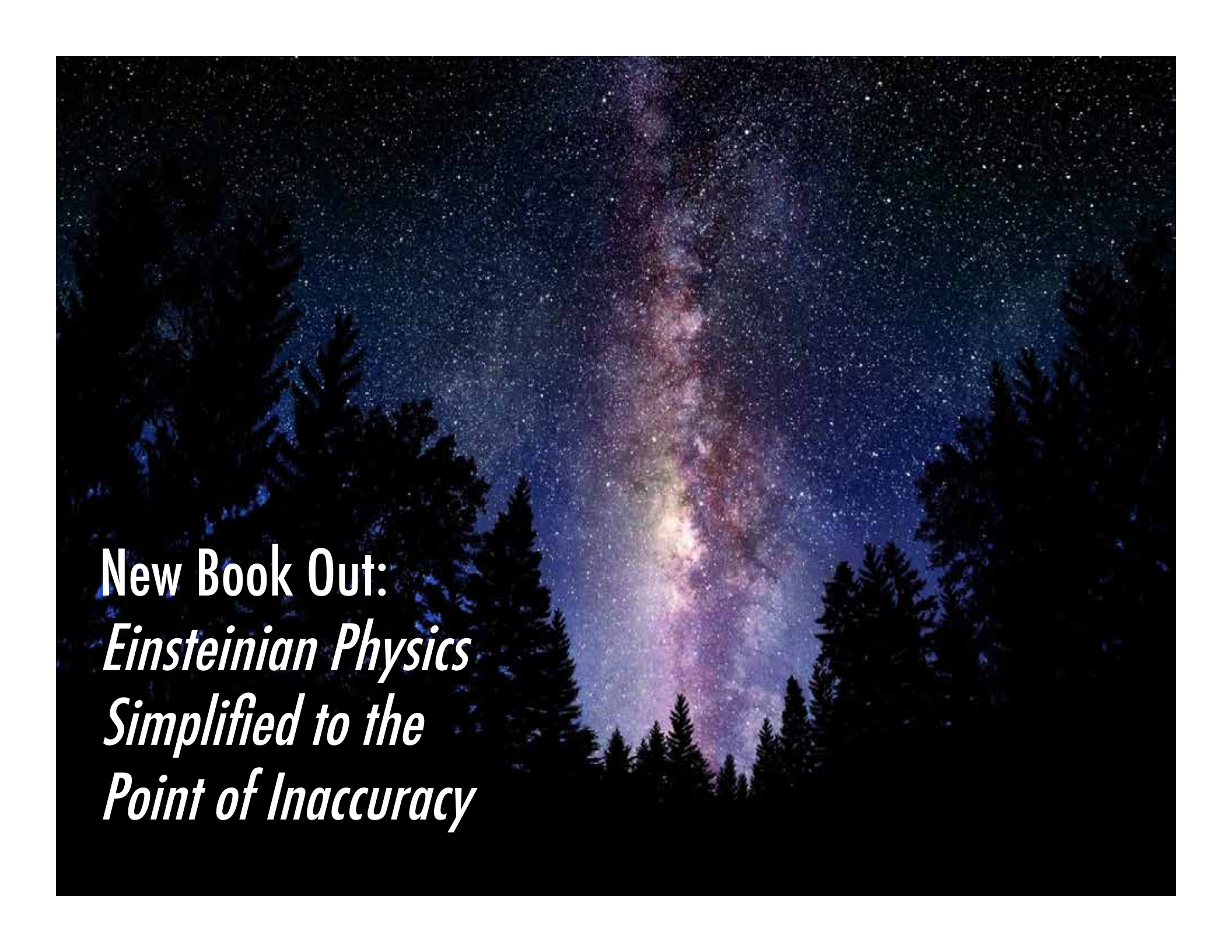
THE BIG IDEA

90256317
05482160
79839025
63370548
21607983
05482160
79839025
63370548
21607983
79832160
05486236
90256317





$E = mc^2$



New Book Out:
*Einsteinian Physics
Simplified to the
Point of Inaccuracy*

**“It’s not the objective
environment that
influences people, but their
constructs of the world.”**



**Lead with
the big idea**

**Simplicity on right
side of complexity**

**Look for the
interpretations**



Simplifier

Using *Ideas*



Scanner

Using *Inquiry*

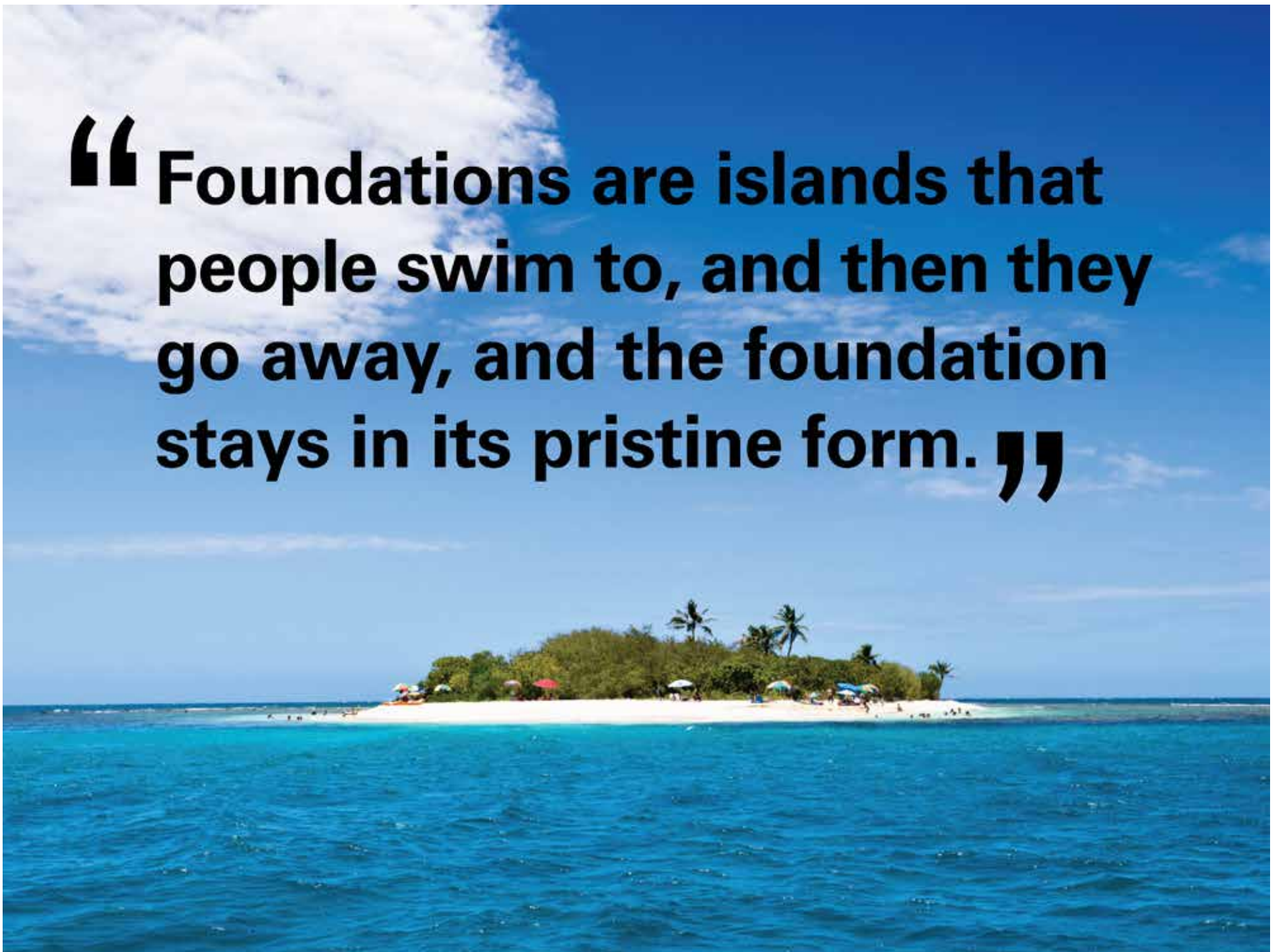
?



!

“I went in thinking we’re the funder and we’re supposed to know. I came out thinking we’re the funder and we’re supposed to ask.”

“ Foundations are islands that people swim to, and then they go away, and the foundation stays in its pristine form. ”



Ask first

Test and learn

Be influenceable



Scanner

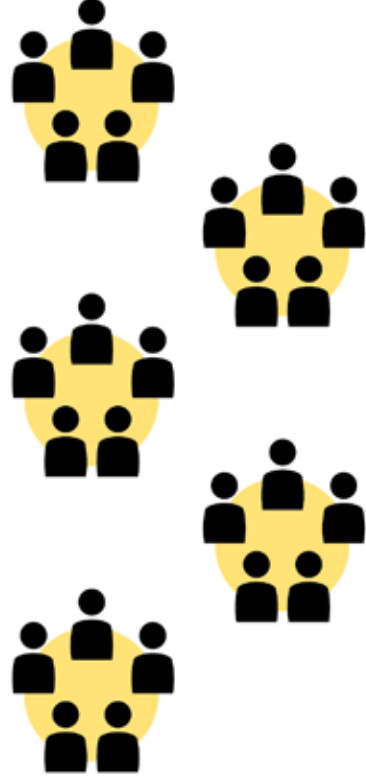
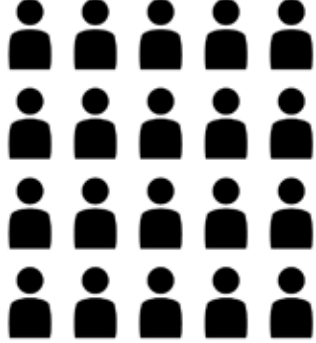
Using *Inquiry*



Strategist

Using *Connections*





“The challenge isn’t to get more people to hear your story. It’s to get more people to tell your story.”

**Look for
the spark**

**Find the
conversations**

**Equip
ambassadors**



Strategist

Using *Connections*



Storyteller

Using *Emotions*

**“People don’t care how
much you know until they
know how much you care.”**



WARMTH



Competence

**(A) I will exercise
three times a week**

**(B) Will I exercise
three times a week?**



**Show how
much you care**

**Get to their
core motives**

**Tell the evolving
story**



Storyteller

Using *Emotions*



Simplifier

Using *Ideas*



Scanner

Using *Inquiry*



Strategist

Using *Connections*



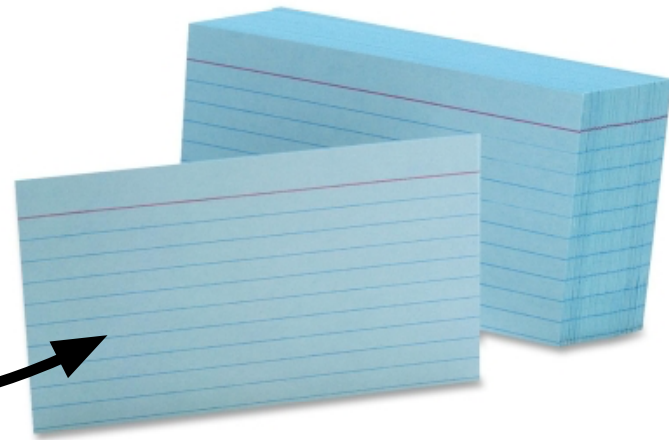
Storyteller

Using *Emotions*

Reflection, part 2

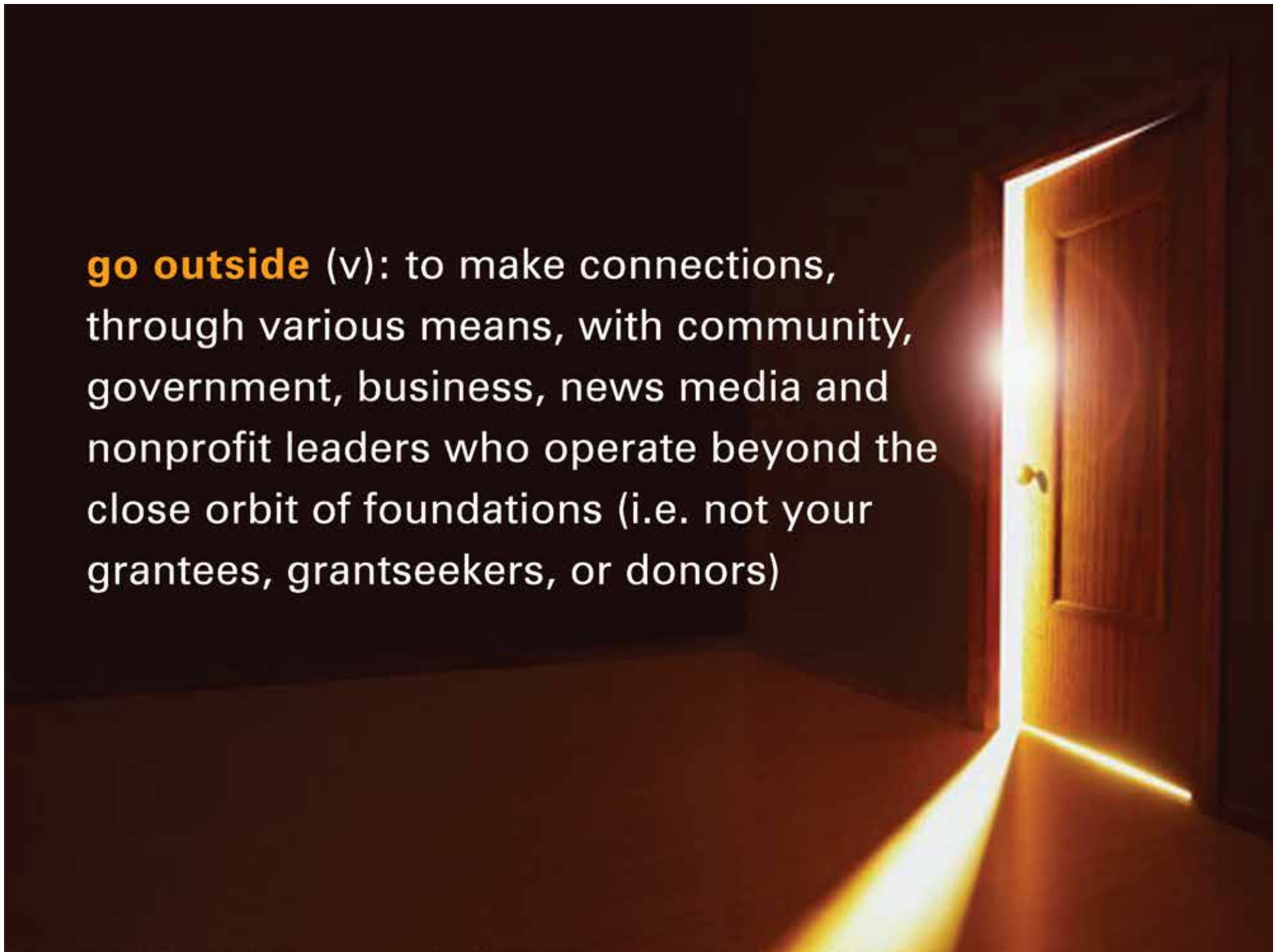
WRITE ON OTHER SIDE

What is ONE IDEA
that you've done
OR might do?



Take a minute to talk
with a neighbor about
what you wrote.

go outside (v): to make connections, through various means, with community, government, business, news media and nonprofit leaders who operate beyond the close orbit of foundations (i.e. not your grantees, grantseekers, or donors)



In the beginning...

*Thou shall not talk
about your work.*

(“the work will speak for itself”)



**Chris
Daggett**

“You have to think through who has the influence and how to build their support. Force yourself to get out and be with your peers and understand what they’re doing. It will develop and solidify relationships.”



**Nancy
Rauch
Douzinas**

“Putting different viewpoints on the table is the sweetspot for foundations to really wield influence. We can be seen as honest brokers without an agenda.”



**Bill
Leavens**

“It’s being brave enough to talk about what you’re doing and to collaborate. We need to talk about why we grantmakers can be so reluctant to talk about what we’re doing.”

Reflection, part 3

What
DOES IT TAKE?

What
STANDS IN THE WAY?

Talk about these questions with others at your table.

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