

CONTENTS

FOREWORD vii
by James Wolfensohn

INTRODUCTION: Who We Are 1

PART ONE The Donor

1 Getting Started 11
2 The Joy of Giving 19
3 The New Philanthropy 23
4 Donors Come in All Types 29
5 The Soul of the New Philanthropist 39
6 Accelerants 57
7 Finding Your Niche 65

PART TWO The Partners

8 Do I Do It—or Do I Buy It? 81
9 Working with a Nonprofit 97
10 Running the Show 113

Contents

11	The Family	127
12	The Face in the Mirror	143
13	Philanthropy in Hard Times	153

PART THREE The Gift

14	A Glossary of Gifts	161
15	The Pudding Is in the Proof	175
16	A Little Financial Advice	189
17	On Innovations	203
18	Twenty Questions—Investing in Changing the World	213

	EPILOGUE: Why We Are Here	217
--	---------------------------	-----

PART FOUR Resources

	RESOURCE A: Index of Nonprofit Resources	223
	RESOURCE B: Further Sources of Information	259
	ACKNOWLEDGMENTS	261
	ABOUT THE AUTHORS	263
	INDEX	267