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# Give Smart: Philanthropy That Gets Results



# GIVE \$MART

PHILANTHROPY  
THAT GETS RESULTS

Thomas J. Tierney and  
Joel L. Fleishman



## **Synopsis**

In the first half of the twenty-first century, giving to family and community foundations alone will be ten times in today's dollars what it was throughout the entire twentieth century. Yet despite tremendous innovation in the social sector, philanthropy's natural state is under-performance. Not since Andrew Carnegie wrote *The Gospel of Wealth* has a book been written that provides practical guidance for donors to get the most impact from their giving. Almost a decade ago, Thomas J. Tierney left Bain & Company to co-found The Bridgespan Group, a nonprofit focused on helping donors and nonprofit leaders to develop and execute strategies to accelerate social change. In *Give Smart*, Tierney pools his hands-on knowledge with philanthropy expert Joel L. Fleishman to create a much-needed primer for philanthropists and the nonprofit organizations they support. Drawing from personal experiences, testimonials, and Bridgespan's case studies, including those of the Bill and Melinda Gates Foundation and the John D. and Catherine T. MacArthur Foundation, *Give Smart* picks up where Jim Collins' *Good to Great* and the Social Sectors left off and presents the first in-depth, expert guide for engaged donors and nonprofit leaders.

## **Book Information**

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## Customer Reviews

This is a great book for anyone who aspires to be a philanthropist. I've been volunteering with organizations and individuals and everything in between including non-profit and for-profit for 14 years. Some of my most intense experiences is my time in Thailand from 2003-2008 where just about everybody could use your support in one form or another - it's life in a developing country. After coming back to the states (and a 3 month stint in Japan just prior) - this book really helped me sort out what I've been doing over the past 7 years - designing a system and acquiring frameworks to create focus the next time I return to Thailand. The book is really good at introducing some basic "inquiries," questions to think about as to where you wish to focus your time and energy. I went into book knowing other reviewers expressed their opinions on how this book is targeted for wealthy individuals and I agree and disagree. I was glad the book takes into account that your time and money aren't the only things you give away. the 3rd thing is your influence - what you do with your network. This very aspect began to speak to some of the challenges I run into - there are so many causes and just when you pick one - you'll find an infinite # of ways to break that one down! I got burnt out in the process. So after about 3 years of work running with the Business Model You to both clarify my own values, I've discovered it's been a great building block - a means to get straight about what others value without getting into a super lengthy conversation as life on the edge is always shifting on a moment to moment basis. Take this kind of development work into this book and you have a very strong foundation.

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