

The New Physics of Philanthropy

Paul Schervish

One day Seminar

Agenda

Overview: *Defining the New Physics of Philanthropy*

The morning begins with an overview of the New Physics of Philanthropy. It is defined as the supply-side changes in the level of wealth, the meaning of care, and motives for giving that are leading wealth holders to desire rather than resist greater levels of charitable giving, to be entrepreneurial in their approach, and to make philanthropy a crucial part of their financial morality.

Money: *The Relation of Growth in Wealth and Growth in Philanthropy*

The first module reviews the current patterns of charitable giving by wealth holders, projections of the unprecedented forthcoming transfer of wealth, and implications for dramatic increases in lifetime giving and charitable bequests. Explore why increased wealth inclines donors to increase charitable giving, and how wealth holders are poised to give even larger amounts than projected to charity.

Meaning: *Philanthropy, A Relationship of Care*

This module discusses philanthropy as a relationship of care in which meeting the needs of others can be more directly achieved than through business or government. Our research shows that a commitment to philanthropy stems from how adequately we have been cared for, in the past and how keenly we identify with the fate of others in the present. Learn how understanding care as a natural and appealing aspect of a person's life will lead to financial and charitable plans that more accurately reflect what wealth holders want their financial legacy to achieve.

Motivations: *Effectiveness and Significance*

This module explores philanthropy as a biographical event, and teaches wealth executives how to help wealth holders uncover the set of personal motivations that incline them toward philanthropy. Examine specific methods of fundraising and wealth advisement that are called for by a donor-centered discernment approach that encourages wise choices in an atmosphere of freedom and inspiration rather than imposed duty. Discover the best approaches to philanthropic advisement and how wealth executives can effectively serve the mutual needs of client/donor and business/charities.