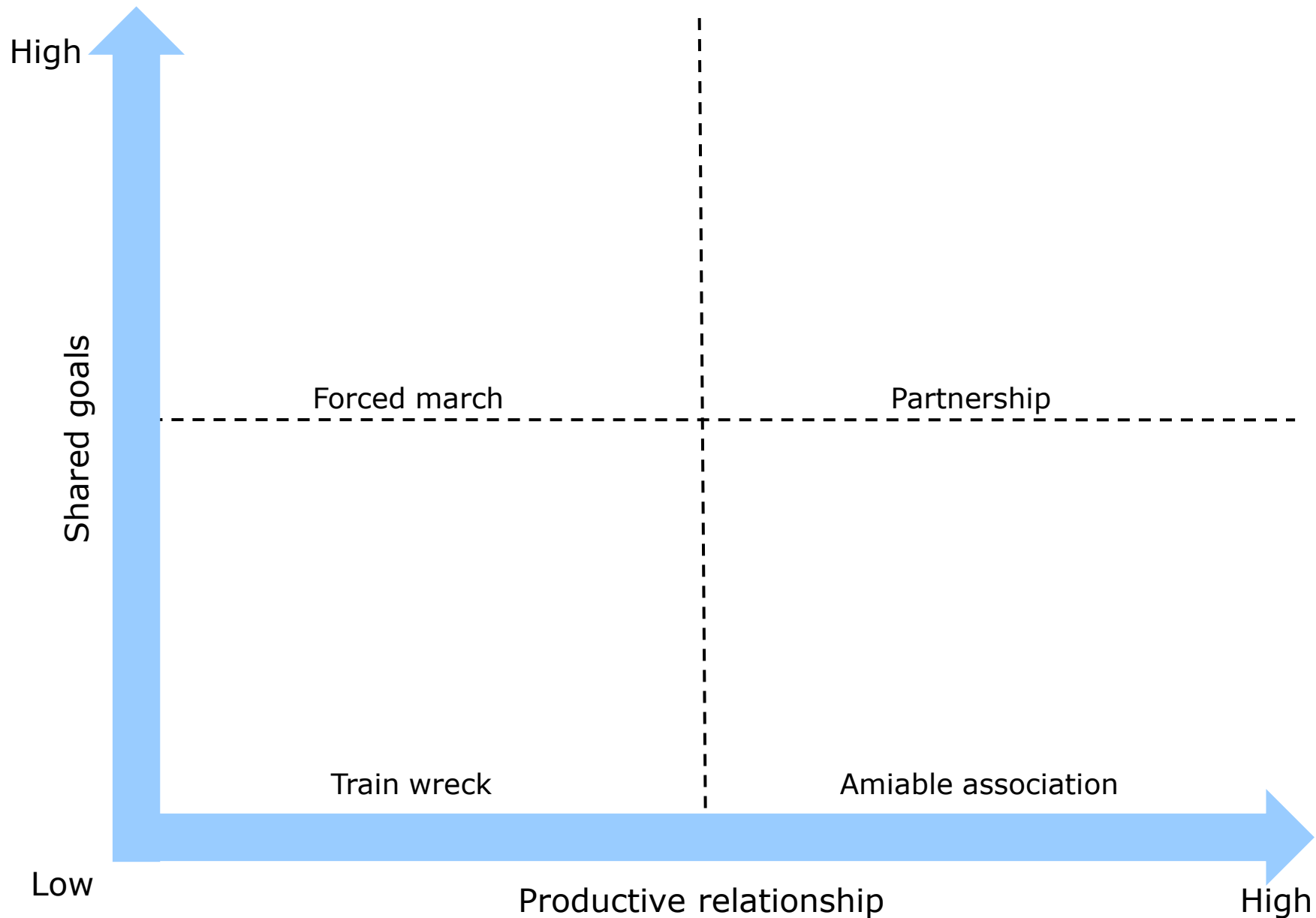


Where do you and your current grantees fall?



Source: Concept of the 2x2 matrix: Thomas J. Tierney and Joel L. Fleishman, *Give Smart: Philanthropy that Gets Results*, (Public Affairs: 2011)

Exercise: Use the questions below to plot your relationships with your grantees (and potential grantees)



Source: Concept of the 2x2 matrix: Thomas J. Tierney and Joel L. Fleishman, *Give Smart: Philanthropy that Gets Results*, (Public Affairs: 2011)