

ASSOCIATION OF DONOR RELATIONS PROFESSIONALS

Incorporating Diversity, Equity, and Inclusion by Addressing **Myths of Philanthropy**

Mitra Keykhah

Senior Director, Stewardship Programs The Philadelphia Orchestra



Session agenda

- Introduction
- 8 Myths of Philanthropy
- Examples of addressing these myths
- Discussion and best practices



8 Myths of Philanthropy

• Research by the Lilly School of Philanthropy

"Traditional beliefs about philanthropy—including who gives, how, and with what impact—can lead to misunderstandings. By unpacking and examining the eight common myths of philanthropy, we can better comprehend the breadth and diversity of giving."

-Stanford Social Innovation Review / Fall 2019

https://adrp.memberclicks.net/september-2021-hub---actionable-steps-to-address-myths-in-philanthropy



8 Myths of Philanthropy

- 1. Religious Giving
- 2. Women
- 3. Immigrants
- 4. African Americans
- 5. Millennials
- 6. Small Gifts
- 7. Endowments
- 8. Altruism and Giving



Examples of addressing myths

- Addressee format
- Survey donors
- · Assess and address traditional stewardship practices
- Affinity giving circles
- Need for cultural intelligence and training

Addressing Myths of Philanthropy| Mitra Keykhah

5



Discussion and Questions

- What myths have you faced in your organization?
- What steps have you taken or would you like to take to address them?

Contact: <u>mkeykhah@philorch.org</u>

