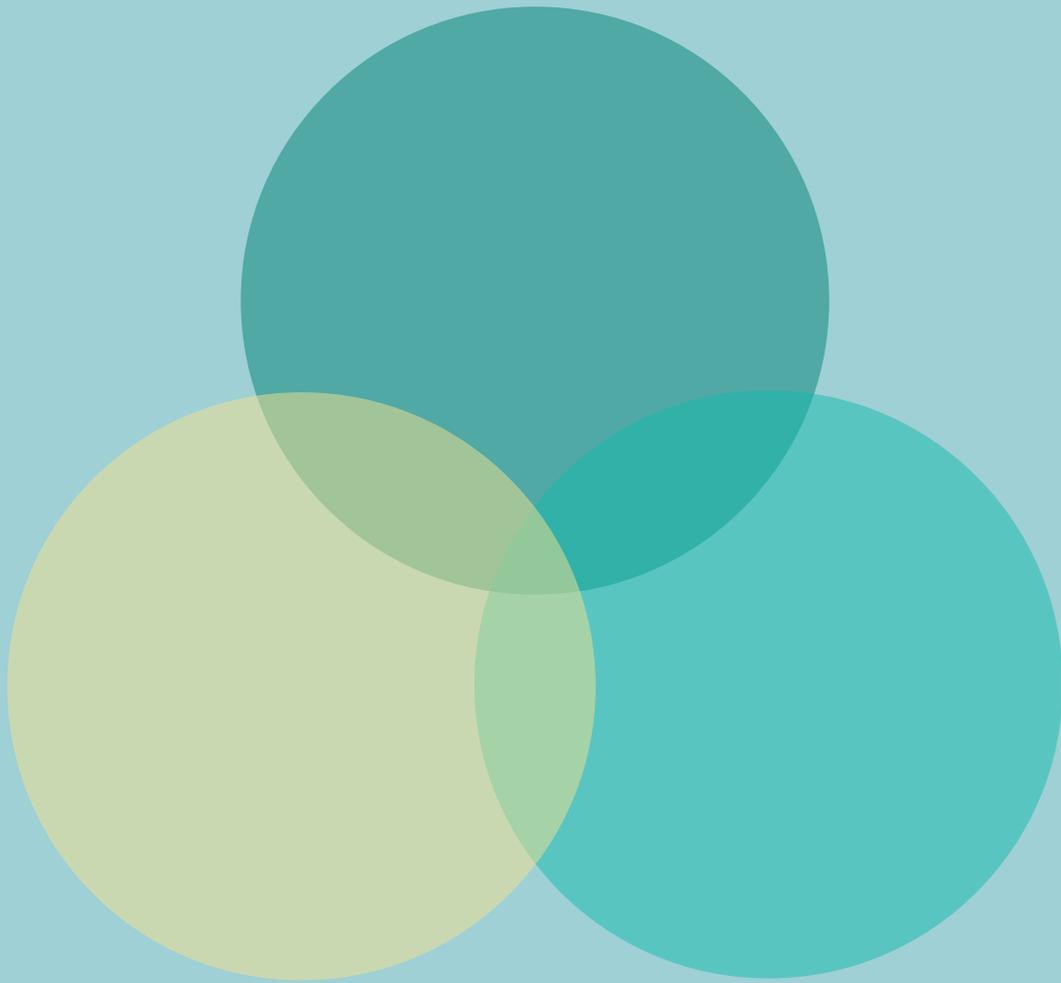


WISE

generosity

Key Concepts

Companion & Journal



C H R I S G A B R I E L

Dear Reader,

WISEgenerosity is meant to be a guide and a reference. It was written for a broad audience with the belief that the benefits and blessings of W.I.S.E. giving are attractive and important at every stage of life and to all people, regardless of background and circumstances.

The book lays out a comprehensive model for understanding meaningful and effective giving by asking a series of questions – why, how, what, when, where. The intent is to help steer you towards a more purposeful and productive life. This “Companion Journal” is intended to encourage deeper and more lasting engagement with the material.

Perhaps you will read *WISEgenerosity* all the way through first and then will use this workbook to revisit and reflect on the content. Perhaps you will use the journal while you read to engage further with the concepts and frameworks as you discover them. Perhaps you will use the whole booklet. Perhaps you will use one or two sections. Perhaps you will engage with the journal a single time. Perhaps you will keep and refer back to it in the future. I encourage you to follow whatever approach best suits your needs and goals.

I further encourage you to share these materials with others. Generosity is relational, after all. Involving those close to you in your considerations will be beneficial to them and to you. Likewise, there are group discussion and study guides available through QR codes in the Afterword section of *WISEgenerosity* and in the Resources section of the related website:

<https://wisegenerosity.com/resources/>

Most of all, I hope that this journal and the rest of the *WISEgenerosity* platform help you along on your own generosity journey. Please let me know if there is more I can do to assist, and thank you for your interest and engagement.

All the best,

A handwritten signature in blue ink that reads "Chris". The signature is written in a cursive, flowing style.

January 2024

Introduction

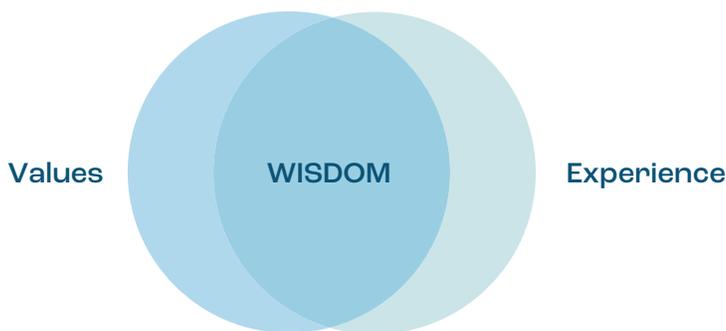
WISEgenerosity was prompted by the most fundamental personal question: Why are you here? It then was built based on an understanding of four essential life pillars: spiritual (seeking good), relational (family and friends), professional (study and work), and communal (volunteer service).

How well does your life currently align these pillars?

How much of your life revolves around things that have transient significance versus things that have permanent significance?

Section 1 - Living Generously: The Path to a Purposeful Life

From Chapter 1: WISEgenerosity is Key to a Meaningful and Effective Life



Wisdom Defined

[pg 26]

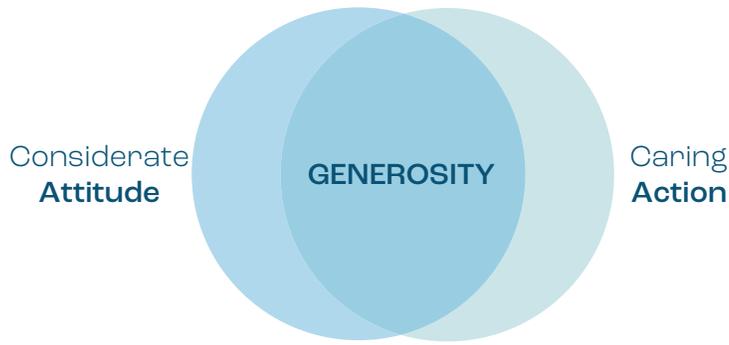
Wisdom combines purpose (the “why” of life) with practice (the “what” of life).

Your values determine your purpose. What are your most important values – the principles that are the foundation for what you believe and how you behave?

This tool may help:

2164.net/motivational-values/

Your experiences reflect the practical aspects of your life. What have been your most important experiences – the circumstances and events that have made you who you are today?



Generosity Defined

[pg 27]

Generosity consists of both internal behavior (“considerate attitude”) and external behavior (“caring action”).

Consider the elements of generosity. How does how you feel inside affect how you behave outside? What factors currently are driving your attitude and actions?

W.I.S.E. Giving is both purposeful and practical. When done wisely and well, generosity is:

Well-grounded Inspired Satisfying Effective

	Internal Factor	External Factor
Before the Gift	Inspired	Well-grounded
After the Gift	Satisfying	Effective

W.I.S.E. Giving Factor Table

[pg 29]

Two of the W.I.S.E. factors are internal (Inspired, Satisfying) and two are external (Well-grounded, Effective). Two of the factors happen before a gift (Inspired, Well-grounded) and two happen after a gift (Satisfying, Effective).

Reflect on a great gift you’ve received at some point in your life. How were the W.I.S.E. giving factors represented?

Reflect on a great gift you’ve given at some point in your life. How were the W.I.S.E. giving factors represented?



[pg 32]

When and where have you witnessed or experienced the transformational power of generosity?

From Chapter 2: The “Why” of Generosity – To Find Fruitful Purpose



Four Potential Life Purposes

[pg 38]

Our “Why?” is reflected in a purpose aligned with our personal priorities. The “Four Potential Life Purposes” offers a framework for determining what should and does drive our attitudes and actions in all areas. When considering WISEgenerosity, which of the following statements reflects you best?

- I see giving as a way to make others happy and to feel good about myself.
- I see giving as making the best use of resources I don't need but can benefit others.
- I see giving as serving an external purpose or higher calling.



Four Potential Life Purposes Expressed

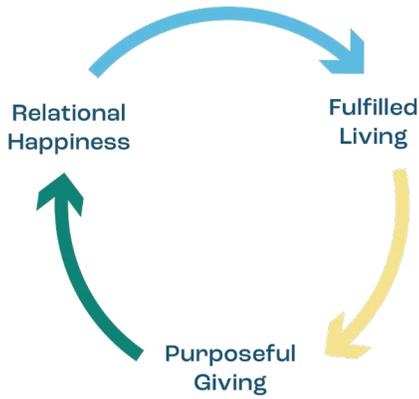
[pg 45]

Another way of considering purpose is to examine how you are oriented across two different dimensions: material focus versus spiritual focus and “positive” orientation versus “negative” orientation.

Are you more likely to prioritize material goods and needs or spiritual influences in your life?

Are you more concerned about ridding yourself of problems and possessions or are you more inclined to take on responsibilities when you perceive a benefit to you and others in doing so?

These answers will help to indicate which of the Four Life Purposes is most aligned with you.



The Virtuous Cycle of Giving

[pg 49]

Whether your purpose is more focused on happiness, enlightenment, or fulfillment (or perhaps a combination), WISEgenerosity produces a positive dynamic where giving leads to a better life for you and those around you.

How can this virtuous cycle be activated further in different areas of your life: personal relationships, study and work opportunities, community activities, etc.?

From Chapter 3: The “Why” of Generosity – Abundance Meaning, and Impact



Scarcity Mindset vs. Abundance Mindset

[pg 53]

Being weighed down by scarcity versus being buoyed by abundance is one of the most fundamental distinctions in life. Truly generous people are realistic but see opportunity to improve nearly any circumstance. Likewise, W.I.S.E. giving and receiving benefits both giver and receiver.

Are you more likely to focus on what you lack or what you have?

Practice an attitude of gratitude. Take an inventory of what you have to be thankful for, and consider how those resources and relationships can be used to benefit yourself and others.

From Chapter 4: Three Expressions of Generosity – Kindness, Charity, and Philanthropy

Kindness Gifts to people we know. Small efforts for people we don't know.	Charity Gifts to people we don't know. Significant efforts for people we do know.	Philanthropy Gifts for causes. Efforts to problem-solve.
--	--	---

Kindness, charity, and philanthropy are the three expressions of generosity. Each has a different set of outlets and opportunities. Each also is available to you in situations small and large nearly every day.

What situation currently provides you with the potential to express kindness? What situations are upcoming along the same lines?

Expressing Generosity: Kindness, Charity, and Philanthropy

[pg 69]

Are you more of a “people-helper” (charity) or “problem-solver” (philanthropy)? Based on your answer, what is your next opportunity to express charity or philanthropy towards someone or something?

From Chapter 5: Generosity – Generous Attitudes + Generous Actions



How we react to other people's circumstances is one measure of WISEgenerosity. This is an area where positive habits can be cultivated over time.

When is a time when you've expressed compassion?

Generous or Ungenerous Reactions to Others

[pg 80]

When is a time when you've celebrated someone else's success?



In general, negative thinking undermines WISEgenerosity. Being generous doesn't mean ignoring problems and challenges, but it does focus more on hope than on worry. What is the best outcome to a situation, and how can you move towards it? Likewise, regret generally is unproductive unless it is focused narrowly on not repeating prior mistakes. Nostalgia is pleasant but also can be distracting if we live more in the past than in the present.

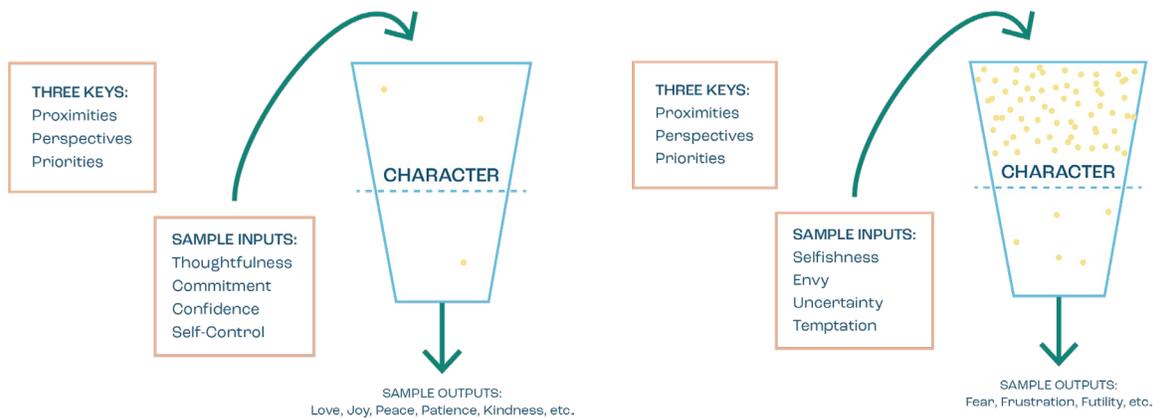
Generously Engaging the Past and the Future

[pg 82]

Do you worry about the future? One approach is consciously to imagine an optimal result. What can go right, instead of what might go wrong? A bad outcome may still happen, but dwelling on it in advance often increases the probability, versus focusing on a better result.

Do you face regrets about the past? Reflect on how these feelings affect you now. Then ask, what can be done about them? Are there steps now that offer positive change and hope? If so, what is needed to begin?

Of course, debilitating worry or regret may require counseling and support. If so, a generous mindset will be beneficial.



Generous Inputs

Ungenerous Inputs

[pg 86]

What happens in our lives often results from what we put into them. Three key elements are Proximities (what is close to us), Perspectives (how we view our circumstances), and Priorities (where we focus our time and resources). Negative inputs (unhealthy surroundings, an unhelpful attitude, and misguided goals) compromise our lives and our ability to be generous. In contrast, cultivating more positive inputs (healthy environment, positive attitude, and worthwhile goals) means that our character and other corrective mechanisms in our lives don't have to struggle as much. We are steered away from bad outcomes and more towards good ones.

What are the primary inputs in your life? Do you take care of yourself and serve others? Who do you spend time with? What content do you consume (social media, TV, music, etc.) and what are the underlying messages of this material? What are the main goals you are seeking in life? Are they what you truly want?

What are the primary outputs in your life? Are you happy, enlightened, and fulfilled in your relationships? Are your daily activities rewarding? Do you feel that your life is meaningful and effective? If your answers anywhere are, "No," reflect on the inputs you referenced. How can positive changes to those inputs help you to produce better outputs?

From Chapter 6: Possessional Generosity

Possessional Generosity is giving money and stuff.

Which of the stories in this chapter resonated most strongly with you? Why?

Who do you know who is especially generous with their possessions? How do they behave?

Do you consider yourself to be generous with your possessions? How or how not?

From Chapter 7: Personal Generosity

Personal Generosity is giving time and talent.

Which of the examples in this chapter resonated most strongly with you? Why?

Who do you know who is especially generous with their time and talent? How do they behave?

Do you consider yourself to be personally generous? How or how not?

From Chapter 8: Social Generosity

Social Generosity is engaging positively in our communities and in the wider world and includes everything from hospitality and good manners to civic duty.

Which of the elements in this chapter resonated most strongly with you? Why?

Our society often seems distressed, discordant, and divided. Still, there is ample evidence of WISEgenerosity. What are some positive examples of cohesive giving you see in your community and in the wider world?

What generous social movements appeal to you today? How might you get involved?

From Chapter 9: Emotional Generosity

RIGHTEOUS	Natural Approach	Generous Approach
Anger	Lash-out / Attack / Lose Control / Seek revenge	Pause / Calm down / Be gracious / Forgive
Disgust	Recoil / Judge / Reject / Feel superior	Sympathize / Support / Understand / Accept
Fear	Protect / Escape / Worry / Mistrust	Hope / Believe / Lose control / Trust
Sadness	Withdraw into self / Isolate Self-pity / Lose hope	Reach out for solace / Connect / Comfort Others / Look forward
RELATING	Natural Approach	Generous Approach
Trust	Be skeptical / "Trust, but verify"	Rely on promises
Anticipation	Guard against disappointment	Be open to success
Surprise	Negative reflex / "Other shoe to drop"	Positive reflex / View as opportunity
Joy	See as fleeting / Take it for granted	Expect it to return / Share it

Generous Emotions Table

[pg 133-134]

Reflect on the eight primary emotions presented. Consider "natural" and "generous" examples of each that you have experienced in your own life.

Which of the "Righteous Emotions" (anger, disgust, fear, sadness) have you experienced most fully? How does an understanding of natural versus generous responses help to explain those experiences? Are there opportunities to act more generously in similar circumstances going forward?

Which of the "Relating Emotions" (trust, anticipation, surprise, joy) have you experienced most fully? As above, how does an understanding of natural versus generous responses help to explain those experiences? Are there opportunities to build more generous emotions going forward for you and the people around you?

What did you think of the example provided about "emotional first responders"? How do you react to situations in which you are called to be emotionally generous towards others?

From Chapter 10: Emotional Generosity

C.S. Lewis offered four types of love in relationships [pages 145-146]:

Affection, Friendship, Romance and Sacrifice

What experiences have you had with each type of love? How have you given each type? How have you received each type?

In relationships, kindness is a “superpower.” According to author Shaunti Feldhahn, there are three components to kindness: thought, word, and action [page 150]. “Thought” corresponds to the considerate attitudes at the heart of WISEgenerosity. “Word” and “action” (what we say and what we do) correspond to the caring actions we express in living out WISEgenerosity.

Is there someone in your life who would benefit from you pursuing the thirty day “kindness challenge” that Feldhahn recommends?

If so, how would you begin with her three steps: 1) nix the negatives, 2) practice praise, and 3) carry out kindness?

Section 2 - Giving Wisely: The Path to a Productive Life

From Chapter II: Generosity Drivers and Motivators

There are three drivers of giving: heart, head, and habit [pages 161-162].

Do you tend to be more emotional / intuitive or intellectual / logical when it comes to making decisions? Is this true as well for your decisions related to giving?

When your emotions and your intellect align, you are more likely to sustain and expand your giving. Generosity then becomes a habit. What kind of giving would draw out both your head and your heart in order to be Well-grounded and Inspired?



Four Motivations for Giving

[pg 162-167]

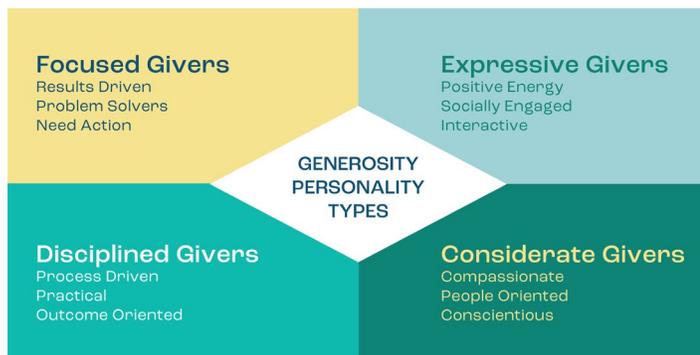
Consider also the “Four C’s of Generous Motivation”:

- Compulsion** · law, peer pressure, ego
- Connection** · obligation, investment, admiration
- Conviction** · example, experience, outcomes
- Compassion** · empathy, gratitude, love

Which of these categories best represent your own motivation(s) for giving?

Is there a different motivation that you aspire towards?

From Chapter 12: Your Generosity Personality



Generosity Personality Types

[pg 174]

Take the Generosity Personality Types assessment at: wisegenerosity.com/resources/#assessment

Reflecting on your result and these descriptions, which type or types describe you best?

How does this perspective help you to better understand your own giving tendencies? How about other people in your life? Are there ways in which your personalities align productively?

From Chapter 13: WISEgenerosity Overcomes Generosity Resistance

Three common excuses keep people from being more generous [page 179]:

1. My effort is not needed – importance
2. Someone else is already doing it – redundancy
3. It doesn't make a difference – effectiveness

Have you heard other people use any of these excuses to justify not being generous? Have you used them yourself?

Reflecting on the examples in chapter 13, how can you address importance, redundancy, and effectiveness as they relate to your own WISEgenerosity opportunities?

From Chapter 14: Understanding “Bad” Giving – and How to Prevent It

No one wants to be responsible for giving that is damaging or destructive, however well-intentioned. What can we do to make sure that our generosity truly is W.I.S.E., especially when it is directed towards others who are marginalized and distressed?

Reflect on the three takeaways from When Helping Hurts [pages 191-192]:

1. Avoid paternalism
2. Engage the people being served
3. Focus on assets before needs

What lessons do you draw from these suggestions?

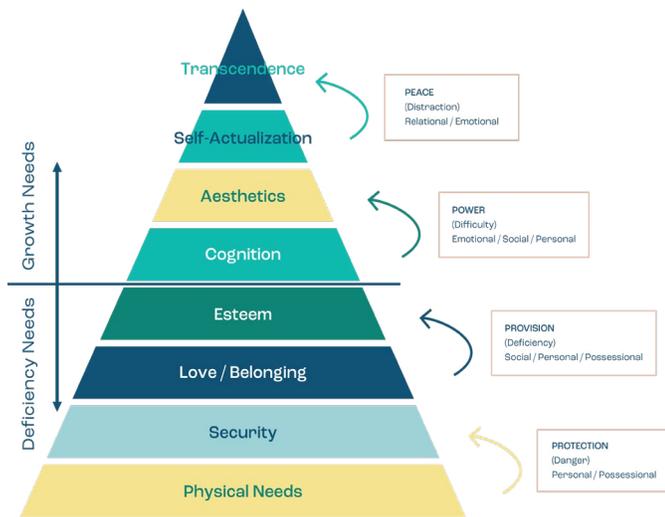
Reflect on the “Oath for Compassionate Service” [page 193].

What lessons do you draw from these suggestions?

Consider the challenge question on page 197.

What do you do when a stranger on the street asks you for money? Should you react differently? If so, how?

From Chapter 15: Giving and Human Needs



A WISEgenerosity Model for Human Flourishing

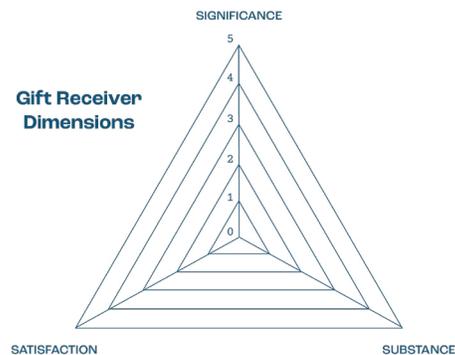
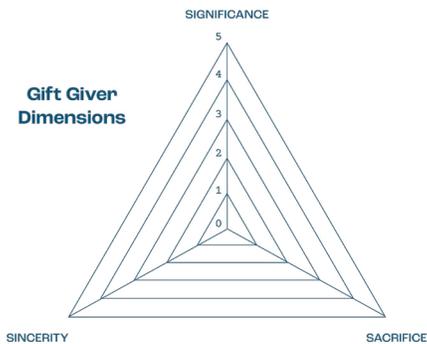
[pg 208]

Chapter 15 synthesizes several important concepts related to WISEgenerosity. This illustration combines them together including the levels of Maslow's complete "Hierarchy of Needs," the five types of giving (Possessional, Personal, Social, Emotional, Relational), and the "Four P's" (Protection, Provision, Power, and Peace) that overcome the "Four D's" we all face in life (Danger, Deficiency, Difficulty, and Distraction).

How does this model relate to you? Where are there challenges ("deficiency needs") and opportunities ("growth needs") that you can address through WISEgenerosity?

How does this framework relate to other people in your life? Are there ways in which you can apply the "WISEgenerosity Model for Human Flourishing" in support of your loved ones, colleagues, friends, and neighbors?

From Chapter 16: Generosity Dimensions



"Three S" Dimensions for Generosity: Giver

"Three S" Dimensions for Generosity: Receiver

[pg 215]

Chapter 16 offers a tool to help consider the meaning and impact of a gift or potential gift from the standpoint of the giver and the receiver. The three giver dimensions are sincerity, sacrifice, and significance. The three receiver dimensions are satisfaction, substance, and significance.

Imagine a gift you recently made or one you are considering making now. It could be a charitable or philanthropic contribution to a nonprofit organization. It also could be a present for a friend or loved one.

How is this gift W.I.S.E. from your perspective and from the recipient's?

Was or is there a way to increase any of the generosity dimensions involved?

From Chapter 17: Wealth Success and Wealth Failure

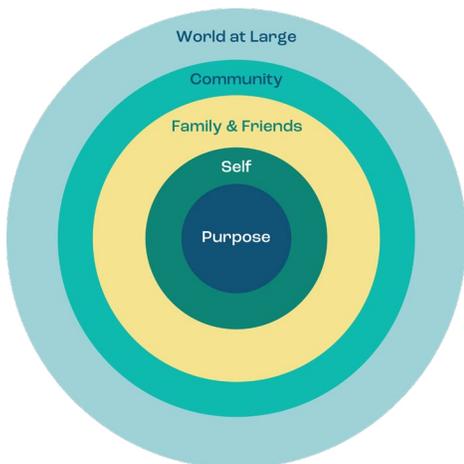
Most families who become wealthy fail to remain wealthy. Their relationships and their resources tend to divide and dissipate over time. WISEgenerosity is an antidote to this phenomenon. Even for those of us who aren't "rich," similar dangers exist.

The Rockefeller and Vanderbilt families offer contrasting stories in terms of behaving with "internal generosity" (nurturing the growth and development of family members) and "external generosity" (harnessing family resources in service to others).

What impressed you as the crucial differences in the trajectories of these two once wealthiest American families?

What lessons from their experiences apply to your own family?

From Chapter 18: Proximity – Closer is Better



The Proximity Progression

In general, it is more purposeful and productive to give closer to where you are rather than farther away.

Reflect on your current or anticipated giving. How does it relate to this proximity model of purpose, then self, then family and friends, then community, then world at large?

From Chapter 19: Proportion – Larger is Better



Proportional Giving in Western Terms

[pg 240]

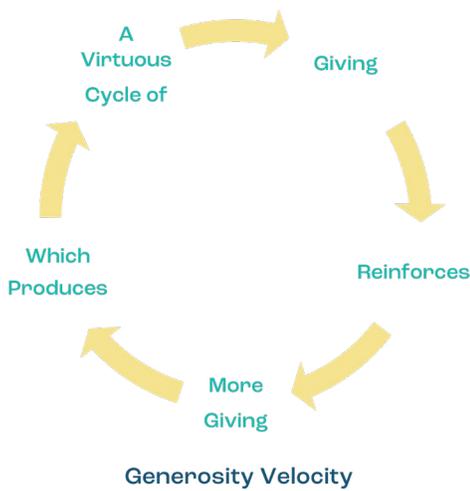
In general, when your giving is W.I.S.E., more is better. "Tin giving" is discarding leftovers you don't care about anyway. The result may do good for others, but it won't be meaningful for you. "Golden giving" is sharing with others so that they enjoy blessings and benefits similar to yours. This giving should be satisfying and effective. "Diamond giving" involves significant sacrifice in terms of effort, resources, etc. It is the most difficult but potentially the most rewarding.

What examples of "tin giving" can you think of in your own experience or in the wider world? Are there ways to upgrade this giving in terms of meaning and impact?

What examples of "golden giving" can you think of in your own experience or in the wider world? How do you feel about them?

What examples of "diamond giving" can you think of in your own experience or in the wider world? What made these efforts special and different from other gifts? Are there opportunities in your life for more of this kind of giving?

From Chapter 20: Production – More Frequent is Better



[pg 250]

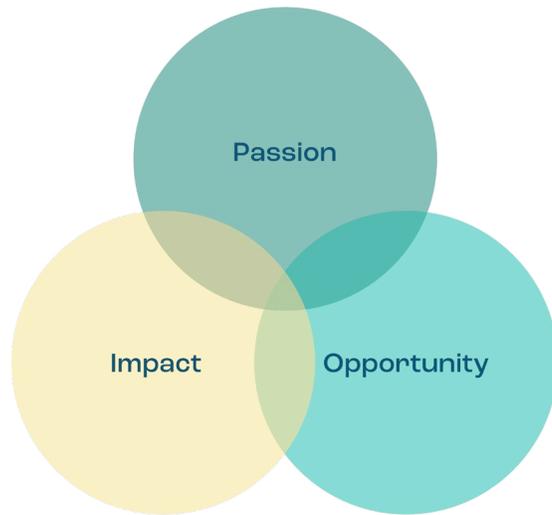
WISEgenerosity demonstrates that a considerate attitude and caring actions have the potential to multiply.

What most impressed you about the Generosity Production examples shared?

What examples of productive generosity have you witnessed – a situation in which one good deed led to another and another?

Do you have any opportunities now to encourage “generosity velocity” yourself?

From Chapter 21: Power – Stronger is Better



Alignment for Powerful Giving

[pg 255]

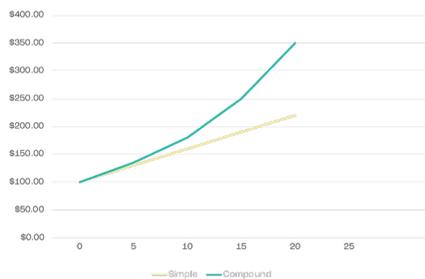
The concept of Powerful Giving is important to WISEgenerosity. Fully purposeful and productive giving comes when you align passion, opportunity, and impact.

In your own life, what causes and concerns involving others produce the most passion in you?

Considering these passions, what opportunities align in your circle of influence with these causes and concerns in mind?

Finally, where do your resources and capabilities point in terms of providing you the greatest ability to improve these causes or concerns?

From Chapter 22: Present – Now is Better



Generosity Compounding Is Like Compounding Interest

[pg 264]

“No time like the present” applies at least as much to giving as to any other area of life. The meaning and impact of WISEgenerosity increases when it has more time to operate. As in finance, delayed giving can produce much weaker results or none at all.

Appreciating the challenges of meeting current life needs versus making time and harnessing resources for giving, what is your balance between giving now and giving later?

What are potential blessings and benefits from sharing more time, talent, treasure, and ties now?

From Chapter 23: WISEgenerosity Example: Fully Engaged Giving

John and Teresa Croyle offer an inspired example of “fully engaged giving” that incorporates all of the “five P’s.”

What impressed you most about the story of Big Oak Ranch?

Where are there parallels between the Croyles and your life in terms of inspiration and opportunity?

Section 3 - Experiencing WISEgenerosity: The Path to Your Best Life

From Chapter 24: Giving Through Life’s Ages and Stages

Stage of Life	Natural “Why”	Heart Giving	Head Giving	Habit Giving
YOUTH	Learning / Development	Cares	Causes	COMPULSION Network
GROWTH	Accumulation / Happiness	Admiration	Affinity	CONNECTION Community
SUCCESS	Awareness / Enlightenment	Experience	Strategy	CONVICTION Focus
SIGNIFICANCE	Wisdom / Fulfillment	Love	Investment	COMPASSION Legacy

Giving Through Life’s Ages and Stages

[pg 287]

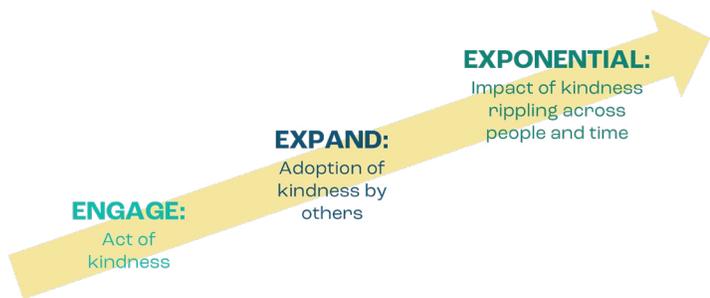
Different aspects and elements of WISEgenerosity will appeal and be more relevant at different ages and stages of life. As we age, we shift from a process of discovery about ourselves and the world to a more mature understanding of who we are and how we are most purposeful and productive. Eventually, most of us reach a point where the balance of our time and effort shifts from accumulation to distribution. Ultimately, living wisely involves planning for how we will pass along what is purposeful and productive to others: family, friends, community, and society.

What age and stage of life do you occupy currently?

Reflecting on your life's journey, what elements of W.I.S.E. giving have been involved in the past?

Looking ahead, what do you see as your next opportunities and challenges for WISEgenerosity?

From Chapter 25: Exponential Giving



WISEgenerosity offers transformational potential. Acts of kindness, charity, and philanthropy produce positive ripple effects and generate exponentially positive outcomes.

Bruce and Rhonda Deel offer a powerful example of exponential generosity. Their work has transformed thousands of lives and will produce a positive impact for generations to come.

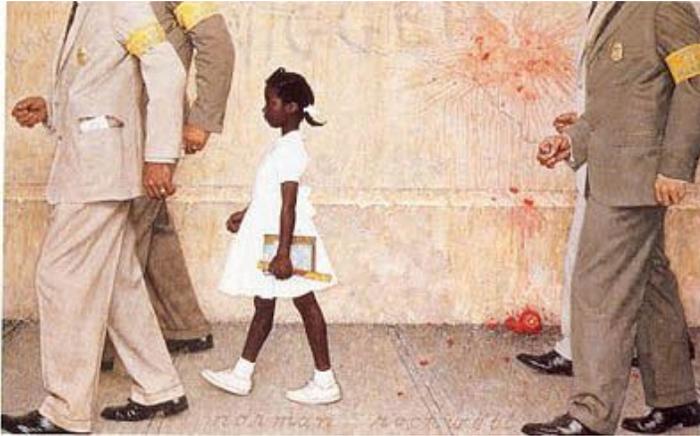
E³: Exponential Generosity Progression

[pg 297]

What stood out to you most about the City of Refuge story?

Where are there opportunities in your life for exponential generosity?

From Chapter 26: Changing the World One Relationship at a Time



[pg 312]

WISEgenerosity takes root one relationship at a time. As we've also seen through this book, inspiring examples of meaningful and effective giving – possessional, personal, social, emotional, and relational – can come from anyone of any age and in any situation.

Ruby Bridges Hall and Barbara Henry demonstrated a powerful level of WISEgenerosity under difficult circumstances. How they reacted to their situation and how they loved and supported each other provided inspiration to the whole country during a pivotal point in history.

What came to mind while reading about young Ruby Bridges and her kind teacher?

Can you think of other examples where a potentially isolated example of generosity produced large results?

From Chapter 27: WISEgenerosity Ripple Effects

Creating “ripple effects” of positive giving is a primary goal of WISEgenerosity.

Where and when have you experienced the ripple effects of others' giving?

How can you initiate ripple effects yourself?

Author's Endnote

I hope that this journal has proven to be a helpful companion to *WISEgenerosity*. If you want to engage further, there is a W.I.S.E. Giving Process available to deliver a more complete and comprehensive approach to financial and asset giving.

Those who might benefit from the W.I.S.E. Giving Process include individuals and families focused on optimizing their charitable and philanthropic giving, nonprofit organizations seeking to raise more money by connecting more meaningfully and productively with their donors, and professional advisors who work with clients involved in giving.

If you are interested, please reach out to our team: hello@wisegenerosity.com. We will be delighted to learn about your situation and to match you with the resources that can best assist. Meanwhile, thank you again for engaging with *WISEgenerosity*.

A handwritten signature in blue ink, consisting of the letters 'CCG' in a cursive, flowing style.

