

# Making the Most of a Windfall

## *Navigating the early months of a transformational gift*

You have received an unexpected gift from Mackenzie Scott. She has seen the good work you and your organization are doing. They believe that you are ready for growth and that you know best how to use these resources.

And now a large amount of money has been transferred into your bank account.

### What do you do next?

I've interviewed over two dozen leaders who received transformational gifts from Mackenzie Scott. They had a wide range of responses about what to do next, but several lessons and good practices have quickly emerged.

Responsible for over \$500 million dollars, these leaders consistently engaged in five key actions as they navigated through the early months after the gift's arrival.

I'm confident that these actions will help you build support and buy-in for the strategic use of these funds to fuel your organization's growth and impact!



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### ENGAGE A TRUSTED ADVISOR FOR THE CEO

*Your early decisions set the tone for what follows. Engage a trusted external advisor to serve as the leader's sounding board.*



### CONSIDER HOW TO SHARE THIS NEWS

*Communicate strategically to set appropriate stakeholder expectations whilst giving yourself time to work out priorities.*



### ESTABLISH HOW YOU WILL INVEST IN PRIORITIES

*Don't be rushed! Allow yourself time to identify options, consider risks, and select priorities that will leverage this unique gift.*



### USE A WORKING GROUP TO RUN THE PROCESS

*Commissioning a diverse group to engage stakeholders and develop strategic recommendations builds buy-in for the final decision.*



### MANAGE ONGOING COMMUNICATION

*Keep your stakeholders abreast of progress and developments, even if you have few decisions to communicate.*

