

Wednesday, February 12th

The Power of Silence - Breakfast Keynote With Jen Shang - Breakfast Service Begins at 7:15

8:00 AM – 9:00 AM

Palisades Ballroom

Description

After some of the most magnificent hours of prophet Elijah's life, he stood on the mountain before the LORD (1 Kings, 19, 11-13). But the LORD was not in the earthquake or the fire. He was in a still small voice, which in Hebrew means: sheer silence. But how can we hear sheer silence with our ears? The fundraising world is intense, the pressure from the overwhelming need for funding, the constant turnover and staff shortage, and the tension between all the parties who need to work together for good, can sometimes feel like an earthquake, and often, fundraisers can feel like they and their faith are tested by fire routinely. In this session, Jen Shang, a Philanthropic Psychologist, will share how the concept of "meaning becoming being and being becoming meaning" can help fundraisers process the powerful presence of God in their body, heart, soul, and spirit. These concepts were developed from Jen's interviews with 48 high and ultra-high net worth individuals. Simple exercises will be used to help the audience apply these concepts in practice.

Learning Outcomes:

Hear how to listen in silence

Find a path to success in a challenging fundraising world

Ground your work in biblical concepts and faith



The Power of Silence

Jen Shang

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You can register for an exclusive Q&A with Prof. Jen on this presentation here
<https://www.philanthropy-institute.org.uk/ff-silence>

Date: Thursday 27 February 2025

Time: 12 noon (Eastern USA/5pm UK)

What is Philanthropic Psychology?

- Philanthropy (Greek Root: Phil-anthropy)
 - Love of humankind
- Psychology (Greek Root: Psyche – logos)
 - Study/research of psyche/soul (e.g. our sense of who we are or its expression)
- Philanthropic psychology:
 - The study of how people love

What are the key concepts of PhilPsych?

Identity

(Who are your donors?)

Love

(How do they love?)

Psychological Wellbeing

(How can we help them feel best about giving?)

The Power of Silence

Identity –

2 Styles of Agency Formation

(Who are your donors?)

Love

(How do they love?)

Psychological Wellbeing

(How can we help them feel best about giving?)



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“Silence is God's first language.”

- St. John of the Cross, 16th c.

Exercise 1 – 2 minutes of hearing silence in chaos

Noise and Distraction

Sheer Silence

Heart to Heart

(A Child's Meditation)

There is more than one way of knowing

We can know with our hearts

When we sit in silence

We find who and whose we are

In silence nothing exists between heart and heart

In silence nothing exists between heart and heart

In love nothing exists between heart and heart

In love nothing exists between heart and heart



Alana Levandoski & Noel Keating

Exercise 1 – 2 minutes of hearing silence in chaos

Noise and Distraction

Sheer Silence

Depending on which agency is practicing silence, your experience may be different

Two Styles of Agency Formation

	Conceptualizing	Sourcing	Making Fit	Deviating
Procedural				
Discovery				

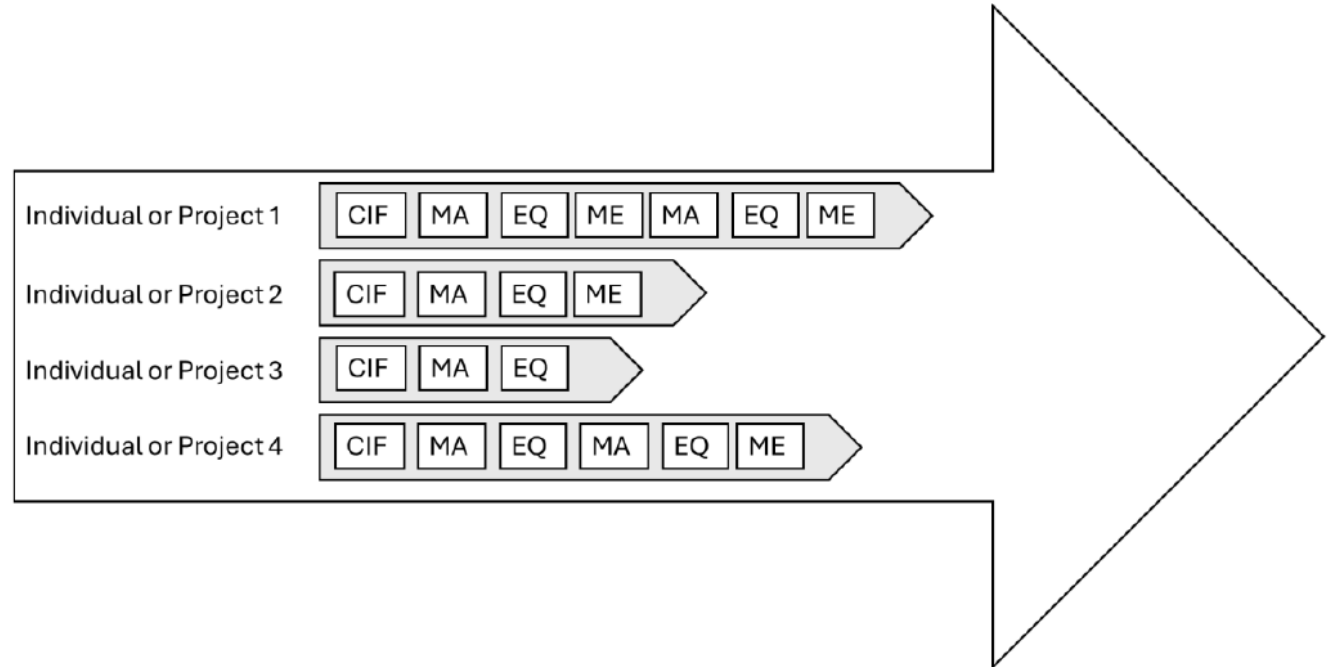
**During your last period of silence,
which agency did you experience?**

A procedural agency

- Conceptualizing: Goal Focused (CIF) - Retention (Do I have a goal? If so, what is it?)
- Sourcing: Matching (MA) - Am I filtering information by how much they match my goal?
- Making Fit: Equating (EQ) - If the information doesn't quite match, do I try to make them fit?
- Deviating: Making Exceptions (ME) - Do I make exception to give myself a break from my goals?

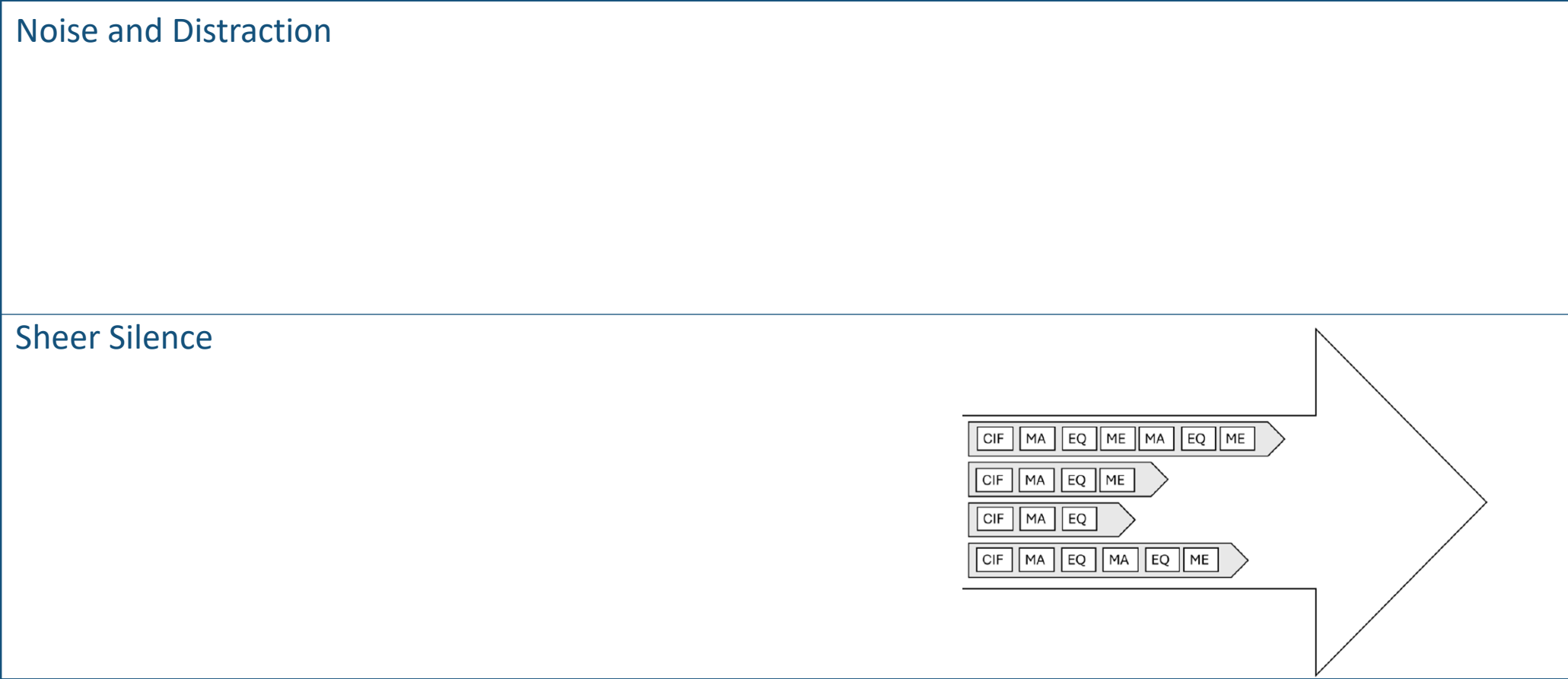
A procedural agency

- Conceptualizing: Goal Focused (CIF)
- Sourcing: Matching (MA)
- Making Fit: Equating (EQ)
- Deviating: Making Exceptions (ME)



How does a procedural agency hear silence in chaos?

Your revelation is likely building on something that you are already focused on

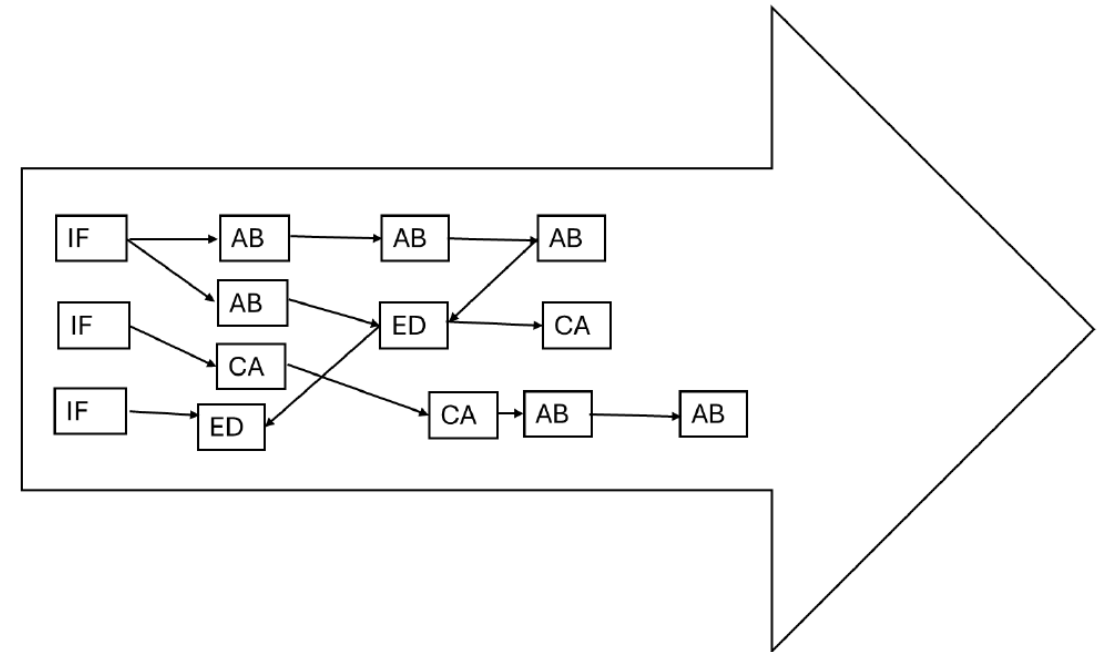


A Discovery Agency

- Conceptualizing: Integration Focus (IF) – I am here to spend some time with God (Who does God want to be today? Who do I want to be for God? How can we be together today?)
- Sourcing: Absorbing (AB) Whatever comes my way, I will wait on the LORD to make sense for me
- Making Fit: Editing (ED) I will edit whatever I need to edit in me once I hear what He is saying
- Deviating: Conceptualizing afresh (CA) And whatever He wants to make new, He has my permission to make new in me.

A Discovery Agency

- Conceptualizing: Integration Focus (IF) – I am here to spend some time with God
- Sourcing: Absorbing (AB)
- Making Fit: Editing (ED)
- Deviating: Conceptualizing afresh (CA)

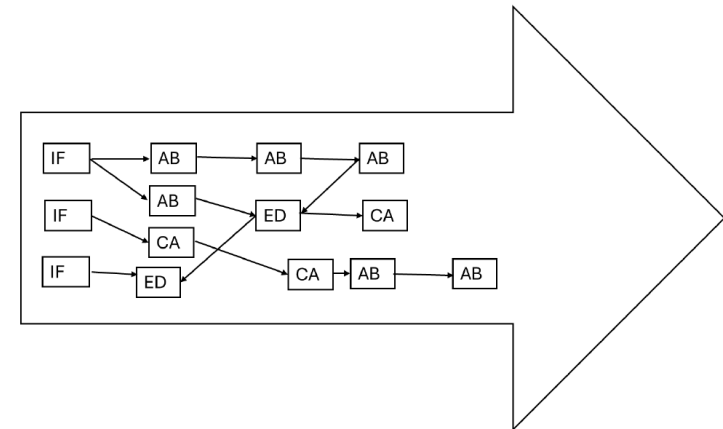


How does a discovery agency hear silence in chaos?

Your revelation is likely taking you to a place you have no idea why you are there or why you wrote a word that feels like it is completely irrelevant or even senseless (for now).

Noise and Distraction

Sheer Silence



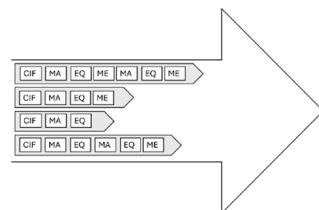
**In silence,
were you experiencing a procedural
or a discovery Agency?**

Try again...

A Procedural Agency

Noise and Distraction

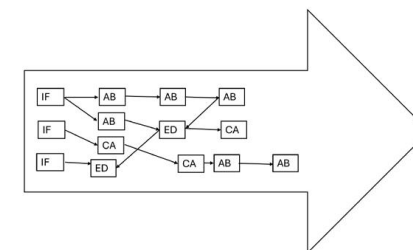
Sheer Silence



A Discovery Agency

Noise and Distraction

Sheer Silence



Exercise 1 – 2 minutes of silence

Noise and Distraction

Sheer Silence

Love, Make Your Way

There is a love rooted deep in us. It wants to grow, and grow, and grow.
All it needs is for our light to shine, And when tears come to let them flow

[Oh Love, oh love grow inside of us

Oh love, make your way

Oh love, show the world

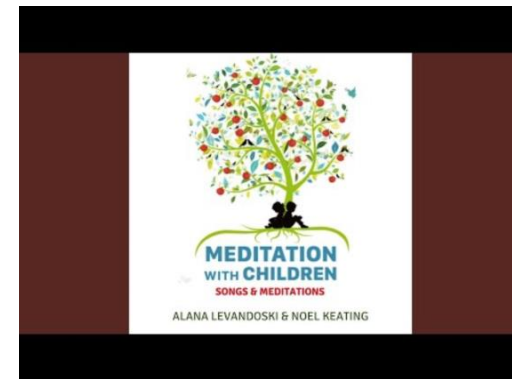
That it bears your holy name.]

I say yes in the silence

I say you are welcome in my being

I say yes I will be your home

For God's love to make its way



Alana Levandoski & Noel Keating

Exercise 1 – 2 minutes of silence

Noise and Distraction

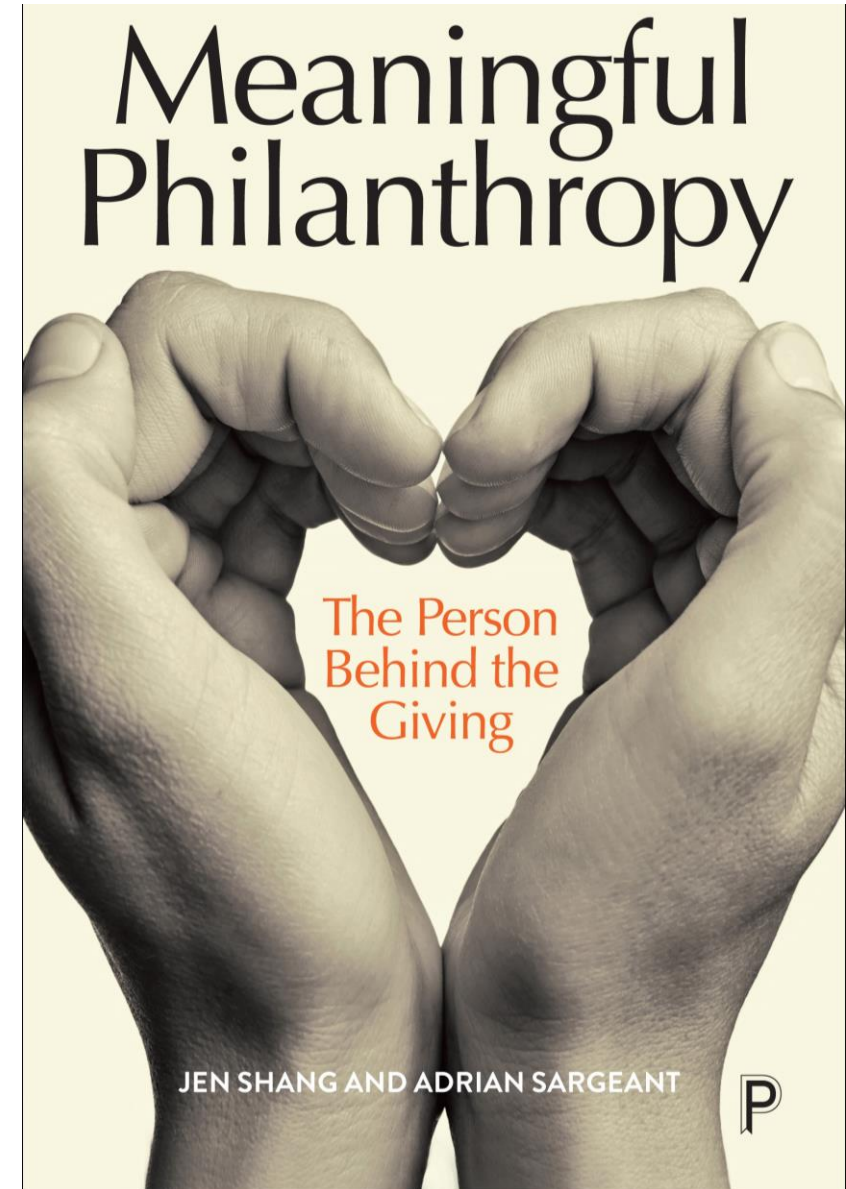
Sheer Silence

Did you experience any difference in the last period of silence?

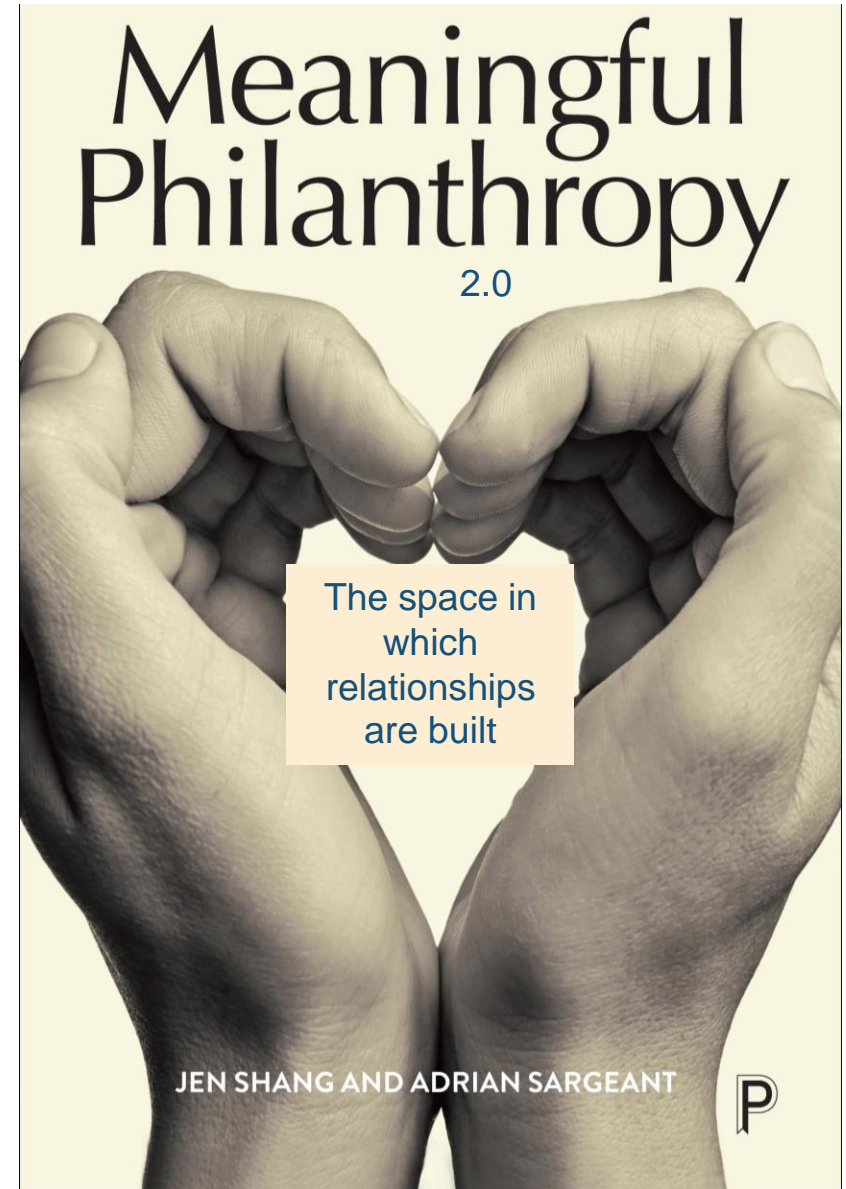
Write down anything you learned about yourself, God or silence.

Why does agency matter in philanthropy?

Why does silence matter in philanthropy?



The exact same 2 forms of agency will shape people's philanthropic journeys and how meaningful they find these journeys to be.



A procedural agency - Fred

- Conceptualizing: Community Impact Focused (CIF)
 - Sold the business and felt that his heart is pulled to farmed animals through the effective altruism movement.
- Sourcing: Matching (MA)
 - Entrepreneurship
- Making Fit: Equating (EQ)
 - For-profit start-ups to non-profit start-ups
 - Profit maximization to impact maximization
- Deviating: Making Exceptions (ME)
 - Let the heart breathe



A Discovery Agency - Fiona

- Individual 1:
- Conceptualizing: Integration Focus (IF)
 - Want to do her family proud
 - Found an interesting piece of data in a university course and so travelled to Mexico
- Sourcing: Absorbing (AB)
 - To absorb information in human trafficking
- Making Fit: Editing (ED)
 - Face unexpected young girls who need help that she cannot leave behind
 - Begin to develop her own philanthropic journey
- Deviating: Conceptualizing afresh (CA)
 - Let the heart change anything in her mind and vice versa



Meaningfulness experienced

By A Procedural Agency

Conceptualizing	Sourcing	Making Fit	Deviating
<p>Community impact focused (CIF)</p> <ul style="list-style-type: none"> Assembling the right team and research for sound advice to set up the structure and boundaries of how to focus on community impact. 	<p>Matching (MA)</p> <ul style="list-style-type: none"> The excitement of finding the right match between their north star and their philanthropy The excitement of finding the right match between their different worlds (e.g. business and philanthropy) The experience of coherence in maintaining a framework applicable across sectors 	<p>Equating (EQ)</p> <ul style="list-style-type: none"> The lightbulb moments of when connections appear across previously isolated worlds The lightbulb moments of when connections appear across previously isolated worlds of an individual Doing one's due-diligence in contemplating the tension between simplicity and complexity and what is measurable and what is the ultimate impact. Justifying why "equating" cannot work and different frameworks may be necessary for philanthropy 	<p>Making Exceptions (ME)</p> <ul style="list-style-type: none"> The focus can be afforded to create impact The humanity rendered by acting on a caring heart



Meaningfulness experienced

By A Discovery Agency

Conceptualizing	Sourcing	Making Fit	Deviating
<p>Integration focused (IF)</p> <ul style="list-style-type: none"> • Serendipitously emergent partnerships • Waiting with excitement in the unknown • Unavoidable moments of growing personal maturity • Embracing the pain associated with these moments 	<p>Absorbing (AB)</p> <ul style="list-style-type: none"> • Discovering what it means to be accepted by a community for whom their characteristics have not been appreciated by any others • Experiencing excitement and anticipation in waiting for clarity • Experiencing absorption becoming initiative 	<p>Editing (ED)</p> <ul style="list-style-type: none"> • Emergence of mutual benefits • Transformative relationship between a philanthropist and their community • The integrity upheld by choosing not to edit after considering the pros and cons of it. • Sharing the vulnerability when impact is not possible to achieve 	<p>Conceptualizing afresh (CA)</p> <ul style="list-style-type: none"> • The amazement experienced when clarity arrives serendipitously • Unforeseen personally affecting relation to a community



**When we allow Silence to change us and guide us,
it becomes the lubricating oil in procedural agency and the
propellor in discovery agency to grow love.**

**We will experience a whole different level of
meaningfulness/fruitfulness in what we can create
for ourself and for those around us.**

'You shall love your neighbor as yourself.'

– Matthew 22:39

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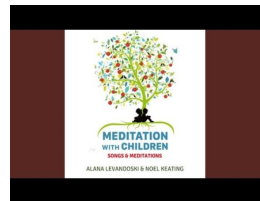
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There is goodness inside

There is goodness inside
There is kindness inside
If we sit for a while, we will feel it,
we will know it

There is goodness inside
There is kindness inside
This is who you are, this is who I am
so trust in this goodness
and trust this kindness
and when trusting gets hard
sit in quiet, you will find that
There is goodness inside
There is kindness inside



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