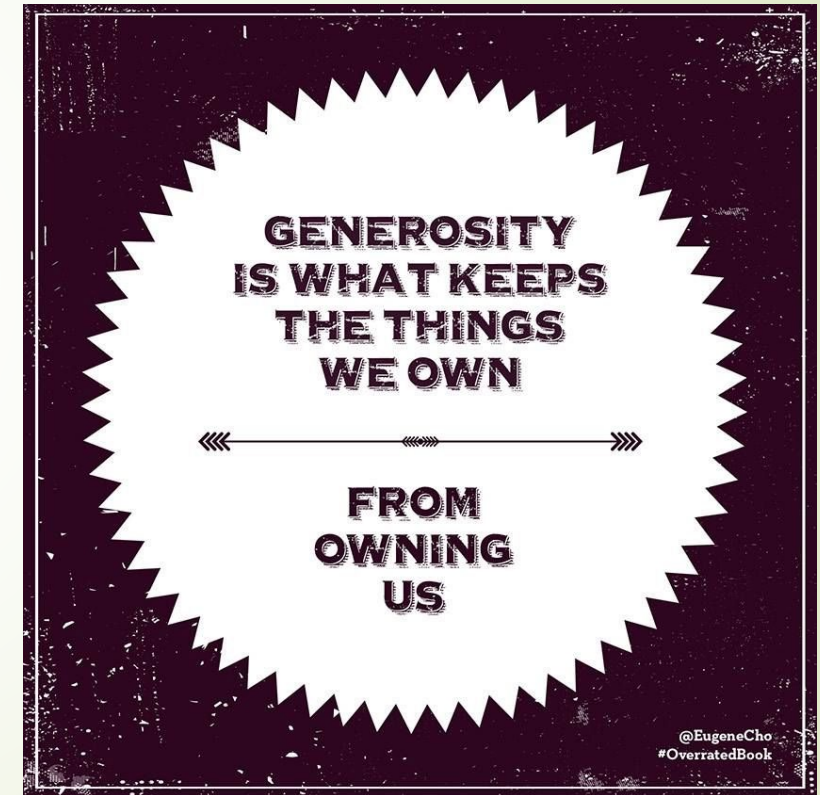
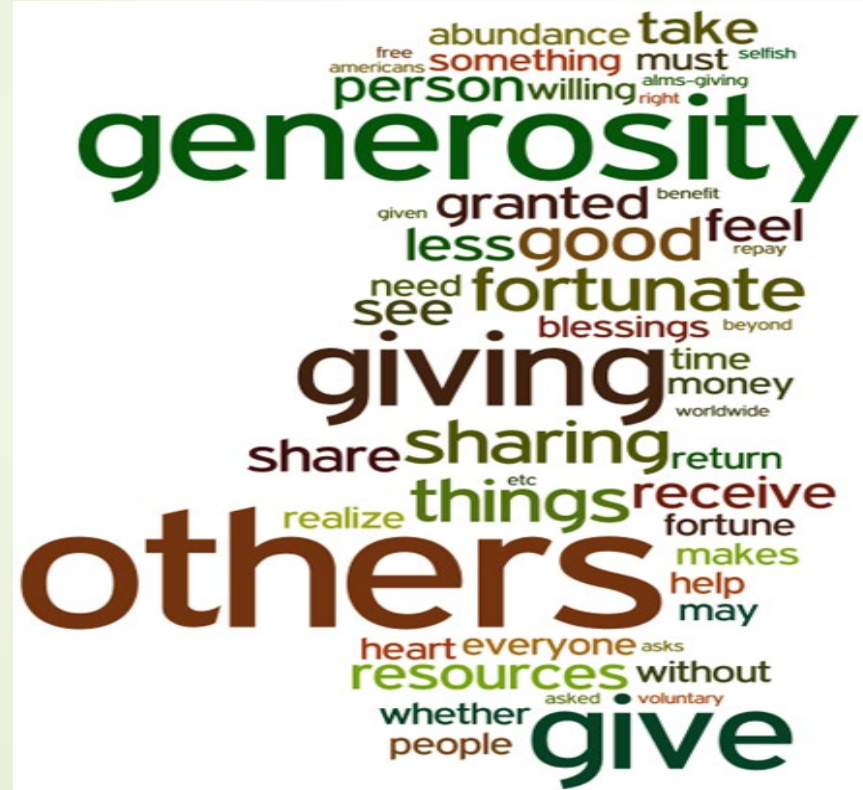


# Generosity: how this works to benefit the giver as well as the receiver

Empathy and Altruism are deeply rooted in human nature, but is there a mental health benefit to being generous? What motivates us to be generous?

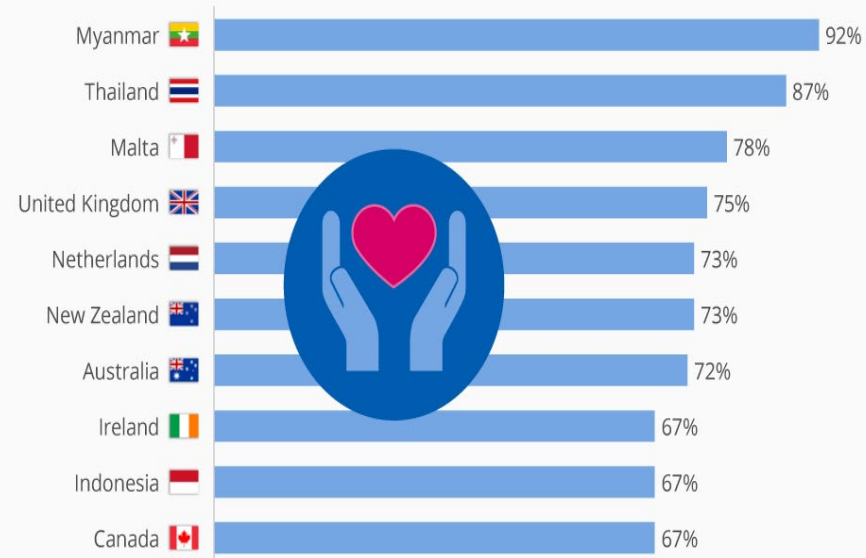
Generosity is about giving. Giving without expecting to receive in return



# How Generous are we as people from world nations to American states?

## The World's Most Generous Nations

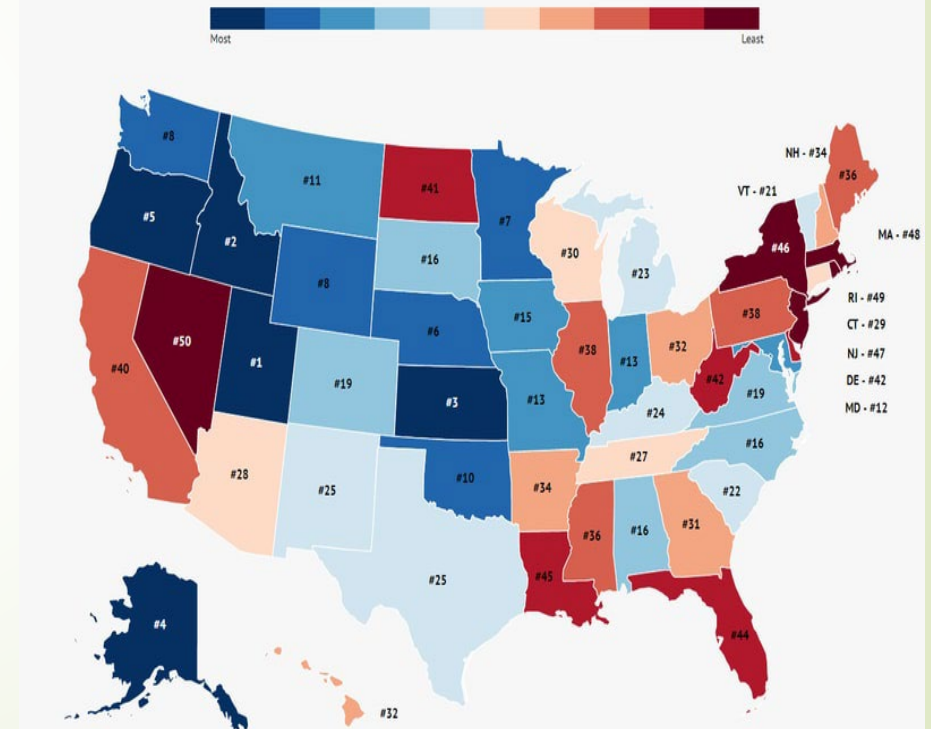
% of people who donated money to charity in the past month\*



\* 2014 - data relates to participants donating money one month prior to interview  
@StatistaCharts Source: Charities Aid Foundation

statista

## The Most Generous States



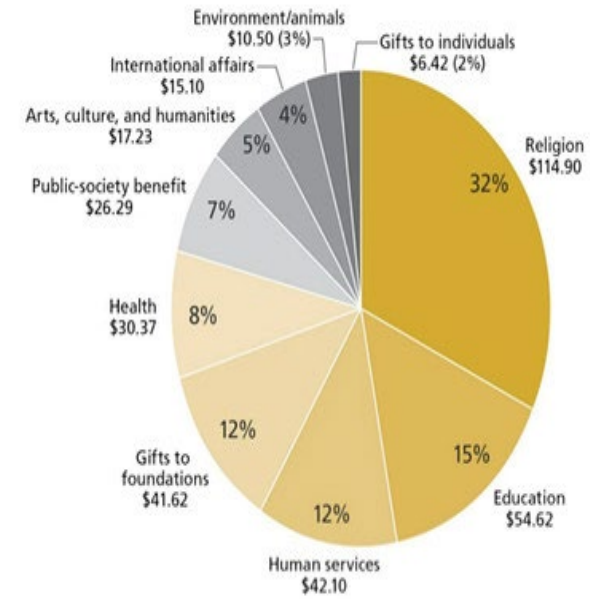


# Generosity and philanthropy

- **Generosity**: the quality of being kind and generous.
  - Anyone can be kind and anyone can be generous.
  - No amount of kindness or money is usually at stake, as money and power do not figure in the equation, anyway.
  - One can be generous with money, time, attention, help, and any kind of aide and assistance you can think of.
  - With large donations come tax write offs. A motivation? Who benefits?
- **Philanthropy**: the desire to promote the welfare of others, expressed especially by the generous donation of money to good causes.
  - Also means “Love of humankind”
  - Some examples could be Bill Gates, or George Soros, or Warren Buffet. All three engage in certain, specific kinds of philanthropy that usually results in millions of dollars in donations. Not something you or I, (maybe) could ever dream of engaging in. Question: Why do the millionaires donate?

# Philanthropy, Wealth, and charitable causes in America

The charitable causes Americans love most  
2014 contributions, in billions



SOURCE: Giving USA Foundation | GIVING USA 2015

Top 30 Wealthiest People in America in 2018  
Measuring Billionaires' Generosity

<b>Name</b>	Jeff Bezos	Bill Gates	Warren Buffett	Mark Zuckerberg	Larry Ellison	Larry Page	Charles Koch	David Koch	Sergey Brin	Michael Bloomberg
<b>Company</b>	Amazon	Microsoft	Berkshire Hathaway	Facebook	Software	Google	Koch Industries	Koch Industries	Google	Bloomberg LP
<b>Net Worth</b>	\$160B	\$97B	\$88.3B	\$61B	\$58.4B	\$53.6B	\$53.5B	\$53.5B	\$52.4B	\$51.8B
<b>Philanthropy Score</b>	2	5	5	5	4	4	4	4	4	5
<b>Name</b>	Jim Walton	Alice Walton	S. Robson Walton	Steve Ballmer	Sheldon Adelson	Phil Knight	Michael Dell	Jacqueline Mars	John Mars	Laurene Powell Jobs
<b>Company</b>	Walmart	Walmart	Walmart	Microsoft	Casinos	Nike	Dell Computers	Candy, Pet Food	Candy, Pet Food	Apple, Disney
<b>Net Worth</b>	\$45.2B	\$44.9B	\$44.9B	\$42.3B	\$35.5B	\$33.6B	\$27.6B	\$24b	\$24b	\$20.3B
<b>Philanthropy Score</b>	2	3	N/A	4	4	4	5	2	2	5
<b>Name</b>	Paul Allen	Thomas Peterffy	Jim Simons	Elon Musk	Ray Dalio	Rupert Murdoch	Len Blavatnik	Abigail Johnson	Harold Hamm	Donald Bren
<b>Company</b>	Microsoft, Investments	Discount Brokerage	Hedge Funds	Tesla Motors	Hedge Funds	Newspapers, TV network	Diversified	Money Management	Oil & Gas	Real Estate
<b>Net Worth</b>	\$20.3B	\$20.2B	\$20B	\$19.6B	\$18.1B	\$18B	\$17.9B	\$17.3B	\$17.2B	\$16.4B
<b>Philanthropy Score</b>	5	N/A	5	3	4	0	3	3	2	4

Articles & Sources  
<https://howmuch.net/articles/top-30-wealthiest-people-in-america>  
<https://www.forbes.com/forbes-400/#3e8f33c47e2f>

howmuch.net



# What are the benefits of Giving (aside from benefitting someone else)?

- ▶ Generosity can have positive effects on the brain and the body!
- ▶ Personal Joy and an improvement of overall health.
- ▶ Kindness and Generosity can boost **serotonin** and **dopamine** levels, **neurotransmitters** in the brain that can convey satisfaction and a state of well-being, affecting the reward centers of the brain.
- ▶ The same happens with release of **endorphins**, our natural pain killers. They are released as a result of the positive feelings that ensue from giving.
- ▶ Generous behaviors can trigger neural patterns similar to those triggered by parental neural patterns, and also release endorphins. In other words, this suggests by the similar neural patterns, that we can almost feel what others feel when we give!

# Generosity is Paradoxical

- Though others benefit from our own giving, there is a return benefit to the giver in the way of increased **well-being** and a boost to one's **mental health**.
- Giving can be reciprocal, but does not have to be as a pre condition.
- Another benefit is the **social connection** that comes with giving.



# Generosity Can have a ripple effect

- What does the ripple effect mean?
- If someone else sees you giving or being generous then they are likely to do the same. This also make the receiver likely to give to someone or something else, like a pay-it-forward kind of effect.
- Even a simple “thank you”, though a show of gratitude, can inspire others to give.





# What happens first?

- Positive emotions usually come first. **Gratitude**, gratitude, recognition, for example, make us be generous.
- The happier we feel when we give might attract more causes, people, endowments, etc.
- Generosity can be motivated by the desire to improve our own life. Give it away, then!



Happiness makes Generous and  
Generosity makes us Happy



# To give, or not to give? That is the question.

Giving should come natural and from the heart. If not, then self examination should probably take place.

You don't want to give grudgingly or from the standpoint of expecting a return favor, or return of the gift in kind.

Giving can be the act of lending to a friend or to someone in immediate need, to be paid back or returned at a later date. That is still giving!





# How can we think about giving and giving where there is greatest impact?

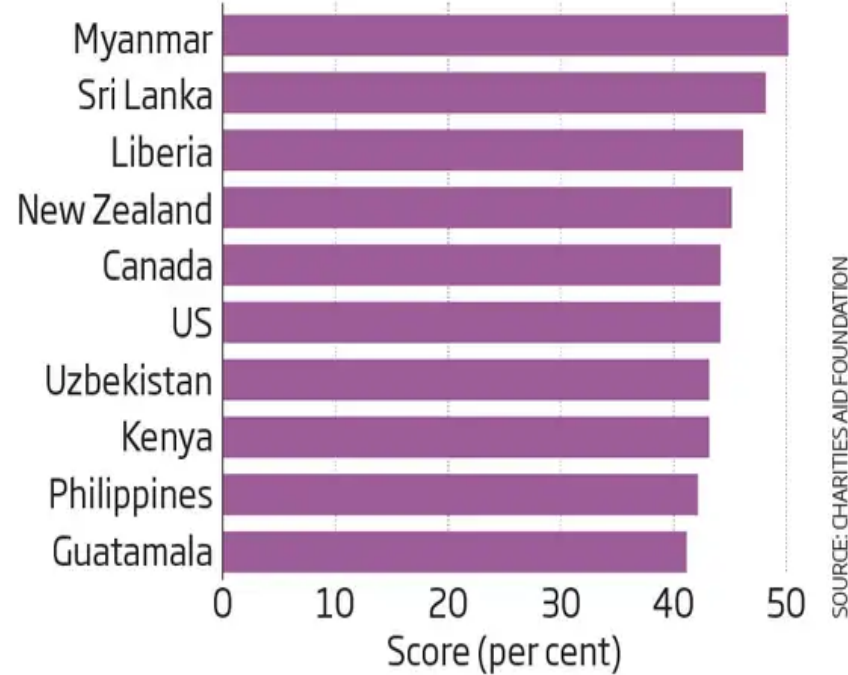
- ▶ What can prevent us from being generous is fear of not having enough, not knowing when or where to give.
- ▶ Random acts of kindness and generosity are good places to start. Spur of the moment, like paying the toll of the person behind you, or leaving a kind note for a co-worker, or buying a stranger lunch---incorporates kindness and generosity, both.

“ Real generosity is doing something nice for someone who will never find out. ”

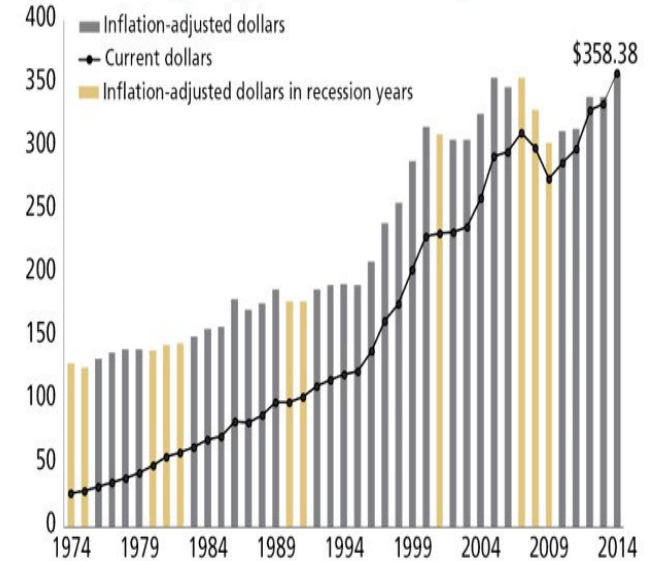
*- Frank A. Clark*

# Where and what can make the greatest impact from generosity?

Top 10: Volunteering time



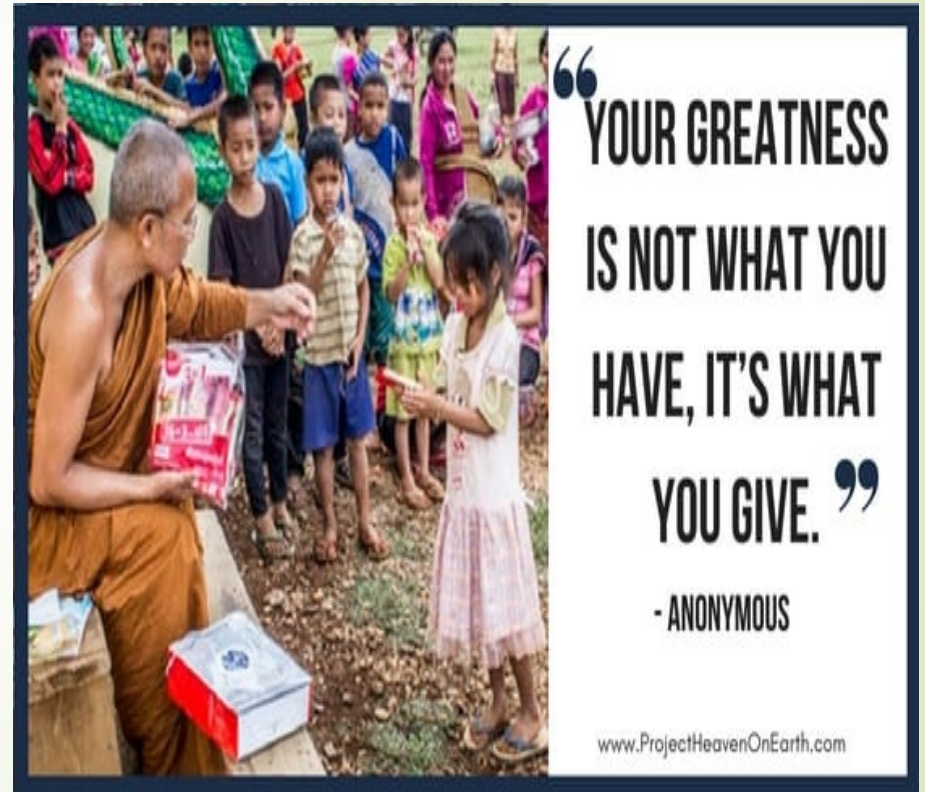
Charitable giving hits a record high



SOURCE: Giving USA Foundation | GIVING USA 2015

# Making Generosity Impactful

- Focus giving on ways that will positively impact someone's life.
- Part of the good feeling comes from what we believe about the gift we are giving to others, too.
- The more we know about how the receiver will use the gift, the better we will feel and the more we will enjoy giving.
- Give thoughtfully and intentionally.





Questions? Stories to share?

