



PERFORMANCE
DRIVEN
GIVING™

THE ROADMAP TO
UNLEASHING THE POWER
OF GENEROSITY IN YOUR LIFE

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ACTION GUIDE

INTRODUCTION

We are excited you have joined us for the journey of Performance-Driven Giving!

We have created this Action Guide to help you implement the principles and ideas included in the book. We encourage you not only to read the book, but to let the material change your life. It's one thing to know something, but quite another to do it. When we take action, great things can happen!

You can use this action guide for private journaling or group study with friends, or within your church, workplace, or organization. Whatever form it takes, we encourage you to do something so you can see firsthand how giving can change your life!

David Hancock & Bobby Kipper with Kent Sanders

CHAPTER 1

THE SEEDS OF GREATNESS

1. Consider all the areas of your life that giving could impact. How could it positively affect your health, relationships, finances, personal development, career, and children?

2. Make a list of the opportunities you have been given. Think about your social circle, your work, your family, and your community. What are specific ways you can begin giving in those areas?

3. Who are the people in your life who have helped you get to where you are? Remember that no man is an island. We've all had help. Take a few moments to make a list and feel grateful for their impact.

CHAPTER 2

A SPIRITUAL PERSPECTIVE ON GIVING

1. What is your vision for giving in your life? What would your life look like in five or ten years if you became a bigger giver? Take a few moments to write out a vision statement for giving in your life.

2. Look over the two misunderstandings about money we listed earlier in the chapter. Do you agree with our perspective? Have you ever thought about money as "God-given energy"?

3. Review the list of ten principles on giving from 2 Corinthians 8-9. Choose two of them and brainstorm how you can put them into practice within the next seven days.

CHAPTER 3 MINDSET: THE ROOT OF PERFORMANCE-DRIVEN GIVING

1. Review the types of books we mentioned in this chapter. What are the most recent books you have read in each category? Choose one or two books from each of those categories to read in the next year. If you need ideas, ask a few friends for the titles of recent good books they have read.

2. Don't be overwhelmed by all the ways you can develop relationships with givers. Choose one of the strategies we mentioned in the chapter and give it a try this week.

3. How is your gratitude practice? If you don't currently send handwritten thank you notes, make it a goal to send one per day this week. You will be surprised at how meaningful this is to the person who receives it.

CHAPTER 4 INDIFFERENCE: THE BIGGEST OBSTACLE TO GIVING

1. Ask yourself honestly if you feel distracted. (The answer is probably yes!) What can you do to begin limiting these distractions? Even one small change can make a big difference.

2. If you struggle with depression or other mental illness, what can you do to get healthier? Have you seen a professional? How do you think he/she could help you?

3. Take a look at your personal debt. Is it keeping you from giving as much as you could? How motivated do you feel to reduce your debt?

CHAPTER 5

PERFORMANCE-DRIVEN GIVING IN YOUR PERSONAL LIFE

1. How are you doing with each of the three “cups” we mentioned—health, finances, and spiritual growth? Do any of those cups feel empty? Why? What actions can you take in the next to start filling it?

2. If you are married, do you and your spouse have the same giving goals? Do you ever talk about giving? How do you think these conversations could help you?

3. If you have children, what are some ways you are teaching them about giving? What do you wish your parents would have taught you?

CHAPTER 6

PERFORMANCE-DRIVEN GIVING IN BUSINESS

1. Review the list of reasons why most businesses don't give. Do you relate to any of these? Have you ever served with an organization or company that did not give? Were these reasons valid in that context?

2. Partnerships are a vital way to give more deeply and establish relationships with people who can elevate your giving. What current partnerships do you have that allow you give more? What opportunities do you have to partner with others?

3. Do you have giving goals as a team member, entrepreneur, or business leader? Are the goals specific enough that you could articulate them to another person? Are the goals realistic and meaningful to you personally?

CHAPTER 7 HOW TO LEAD GIVING TEAMS

1. Do you agree with our list of obstacles that prevent a giving culture? Do you sense any of these are present within your organization? If so, which of those did you inherit, and which do you feel you have contributed to?

2. Which of the core values do you personally relate to the most? Why? Write one paragraph describing why it's so important to you. Use that as the basis for team communication within the next weeks so your team can see your heart and what is important to you.

3. Review the ten commandments of creating a giving culture. Are you currently implementing any of these? It's easy to feel overwhelmed by all our suggestions, but remember that you are doing some things right. Choose one or two of them to focus on in the next quarter.

CHAPTER 8 DEALING WITH NON-GIVERS

1. Do you agree with the reasons we presented that people do not give? Why or why not? Do you spot any of those reason within yourself at times?

2. Think about current or past co-workers. Would you categorize any of them as non-givers? If so, how did leaders deal with them? What did you learn from that experience?.

3. Review the thirteen ways to give without using money from chapter 6. Which of those can you begin to incorporate into your own giving? Which of those can you encourage your friends, colleagues, or team members to do?

CHAPTER 9

THE POWER OF STARTING SMALL

1. How much thought have you given to starting small when it comes to developing a new habit? How many of the advantages we listed do you relate to?

2. When is the last time you tried to establish a new habit but felt frustrated and gave up? Review the list of reasons that people give up when starting something new. If you relate to any of these, list the reasons why and how you can avoid it when starting small with giving.

3. Choose one of the life areas we listed for starting small (personal life, marriage, parenting, leading at work, and being team member at work). What is one small thing you could do in one of those areas in the next twenty-four hours?

CHAPTER 10 BUILDING A GIVING HABIT

1. Do you relate to any of the roadblocks to giving we mentioned early in the chapter? Were you able to deal with them? If so, how did you do that?

2. Review the list of fifteen items on our list of suggestions for building a giving habit. Choose three of them and give them a try in the coming week. How do you think it will help you?

3. Have you experienced any of the benefits of giving in the past year? Which ones? How did that make you feel, and did it motivate you to give more?

CHAPTER 11

A FRAMEWORK FOR CHOOSING WHERE TO GIVE

1. Review the five elements of the HEART framework. Which one do you resonate with most, and which one do you resonate with least? Why?

2. Make a list of at least three potential partners in giving. Which of these entities are you most interested in talking to, and how do you envision giving to them? Make a plan to begin following them on social media or scheduling a phone call in the next two weeks. How do you think this will be helpful?

3. What are the next steps in helping your family or organization establish healthy goals for giving?

CHAPTER 12 EMBRACING THE OVERFLOW: LIFE AS A GIVER

1. Review the list of twenty-five qualities of both givers and takers from this chapter. Which list describes you the most? (Be honest.)

2. Do you sense the overflow in your life? If so, what do you attribute the overflow to? If not, why? What is the missing component?
