

# FOUNDATIONS MOVING ON

## ENDING PROGRAMMES AND FUNDING RELATIONSHIPS

This guide explores exits. Whether you work for a



re-granting  
NGO,



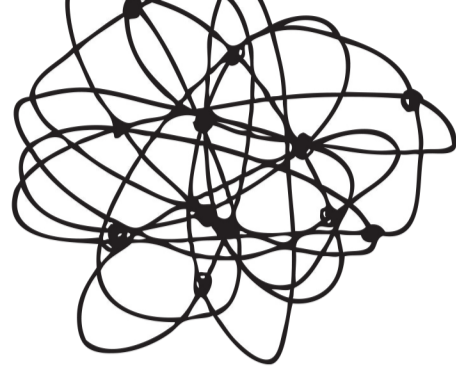
a family foundation  
that runs its own  
programmes,



a venture  
philanthropist



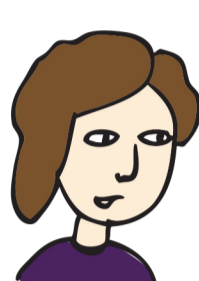
or a mix of any  
of the above,  
exits are inevitable.



Although exit decisions and strategies are complicated, there are practices that can be recommended.

### LOOK BEFORE YOU LEAP

Prevent unhappy exits by being honest and rational about why you enter a partnership.



Look, these are our motivations: 1..2...3...



### BE PREPARED: THINK SUSTAINABILITY EARLY ON.

?

What do you leave when you exit?

?

What has to remain over time?

?

?

?

Make sure that all partners share the same expectations.

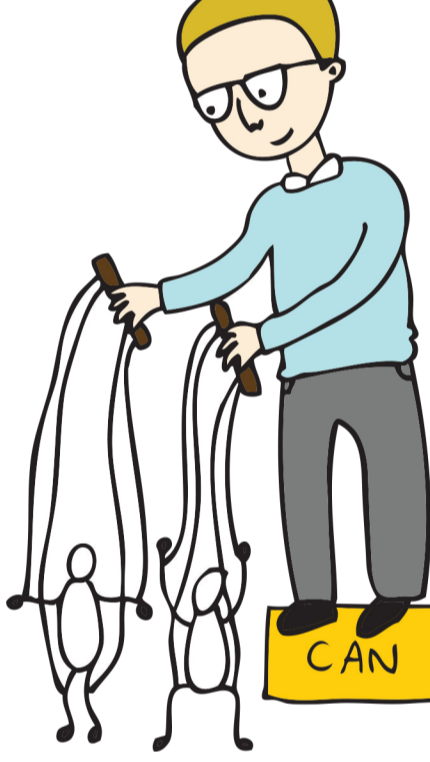


### TALK TIMELINES

Embracing exits helps you shed anxieties.

### REFLECT, BE PATIENT AND REALISTIC

Regular reviews prevent rushed or crash exits.



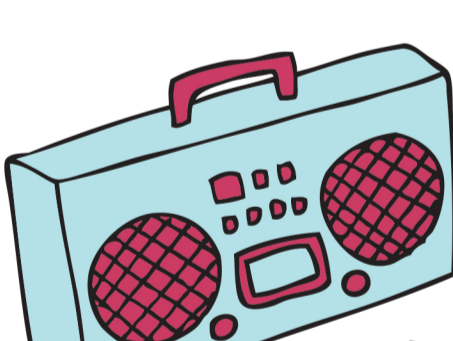
CAN YOU LET GO?



Hi. How are you? We have to get out next week.

### MORE THAN MONEY

Without money, there are still ways to add value.



### COMMUNICATE

Take your time, ensure a unified message and repeat yourself.



### REVISIT AND LEARN

Going back to revisit former partners can be an inspiring exercise.



Now, you've really grown!



How long has it been?

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