
Winners Take All

Challenging the Status Quo

A Daryl Yankee and Lindsay Snustad
Production



**How many of you
would love to be out
of a job?**



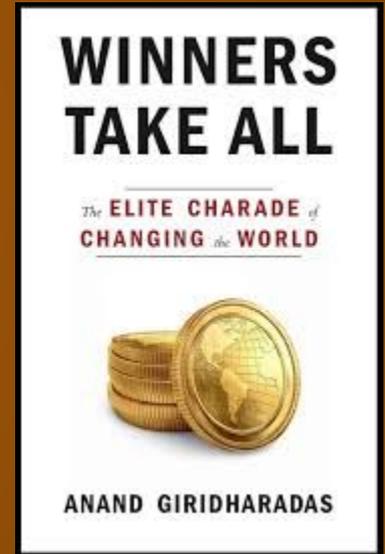
The number of registered NP's increased by 40% since the mid 90's to 1.5 million.

From 1987 to 2005, the number of people lacking food security rose from 31 to 35 million; those without health insured soared from 31 to 46.5 million while the number of households paying more than 30% of their income for rent jumped from 31% (1978) to 49% (2005)

Seeing Through the Illusion

“I sit on a man’s back choking him and making him carry me, and yet assure myself and others that I am sorry for him and wish to lighten his load by all means possible... except by getting off his back.”

-Leo Tolstoy





Winners Create Losers

Of course, world-changing initiatives funded by the winners of market capitalism do heal the sick, enrich the poor and save lives. But even as they give back, American elites generally seek to maintain the system that causes many of the problems they try to fix ... Thus their do-gooding is an accomplice to greater, if more invisible, harm.

Anand Giridharadas, author of *Winners Take All: The Elite Charade of Changing the World*:



Winners Create Losers

Charity, it turns out, does surprisingly little to provide for those in need and sometimes worsens inequality.

Rob Reich, author of *Just Giving: Why Philanthropy Is Failing Democracy and How It Can Do Better*:



Winners Create Losers

Philanthropy moves at a glacial pace. Epidemics and storms hit, communities go underwater literally and metaphorically,...all of Rome burns while we fiddle with another survey on strategies, another study on impact.

Edgar Villanueva, author of *Decolonizing Wealth: Indigenous Wisdom to Heal Divides and Restore Balance*:

Ideology

“These narratives and practices in our sector perpetuate the idea that the world’s biggest problems can be solved by wealthy people and institutions simply giving money away, without tackling the conditions that have allowed extreme wealth inequality to exist” (*Resonance*, p. 22).

Methodology

McKinsey protocols

Designed to yield measurable and fairly quick solutions (think grant process) in the absence of social complexity, cultural and traditional realities.

Zoom in

Identifiable victim vs.
statistical victim

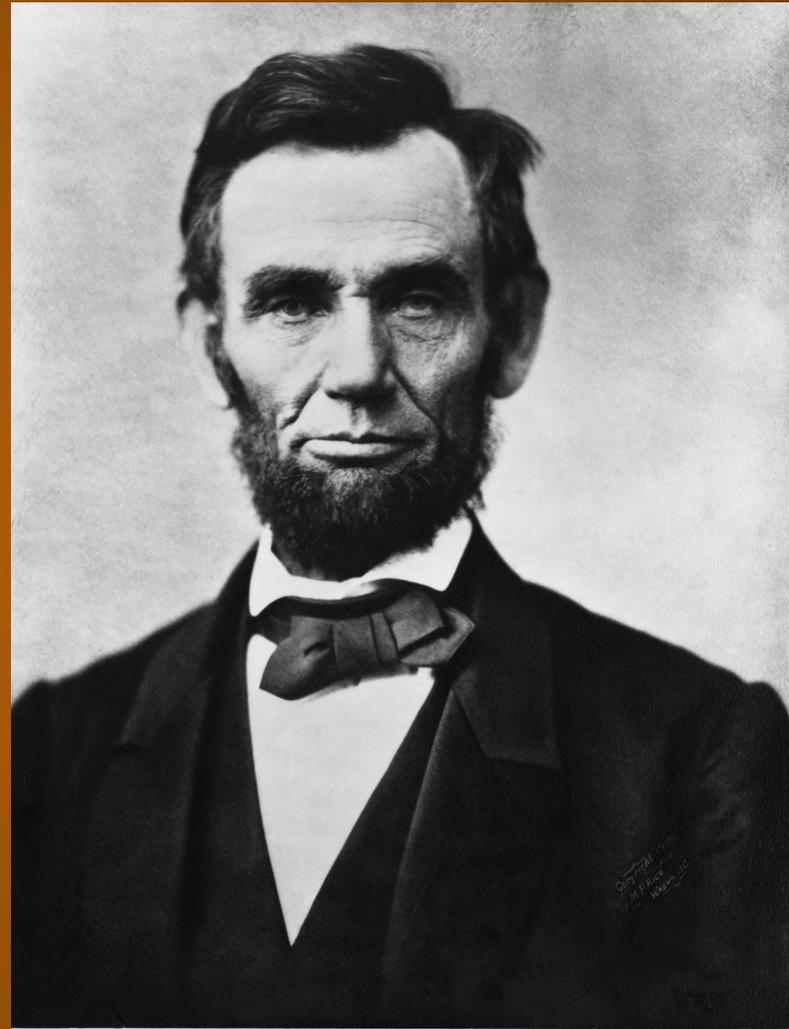
Zoom out

See the system. Interventions that prevent people from becoming victims in the first place are a hard sell

confronting our history, changing our narratives, and reimagining our practices.

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What is your big issue?



—
**Who is
responsible?**

Who can fix it?



—
What would
you ask of
them?



SCARF

A brain-based model for collaborating with and influencing others

Status - Our relative importance to others

When threatened, people shut down

The SCARF Model was developed in 2008 by David Rock

Let's try it!



Should we be hopeful?

Grant Advisor

www.grantadvisor.org

People are Talking

Rob Reich Just Giving: Why Philanthropy Is Failing Democracy and How It Can Do Better:

Edgar Villanueva Decolonizing Wealth: Indigenous Wisdom to Heal Divides and Restore Balance:

Addressing Core Issues makes for long term change.

Get up stream!

[Resonance: A Framework for Philanthropic Transformation](#)

Thank you for all you do!

