



START A GENEROSITY OUTBREAK

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Generosity

gen·er·os·i·ty

/ˌjɛnəˈræsədə/

noun

the quality of being kind and generous.

"I was overwhelmed by the generosity of friends and neighbors"

synonyms: **liberality**, lavishness, **magnanimity**, **munificence**, openhandedness, free-handedness, unselfishness; **More**

• the quality or fact of being plentiful or large.

"diners certainly cannot complain about the generosity of portions"

synonyms: **abundance**, plentifulness, copiousness, lavishness, **liberality**, largeness

"the generosity of the food portions"



Are You a
Candidate for
Catching it or
Spreading it?



Self Examination

- Are you a giver?
- A taker?
- A matcher?



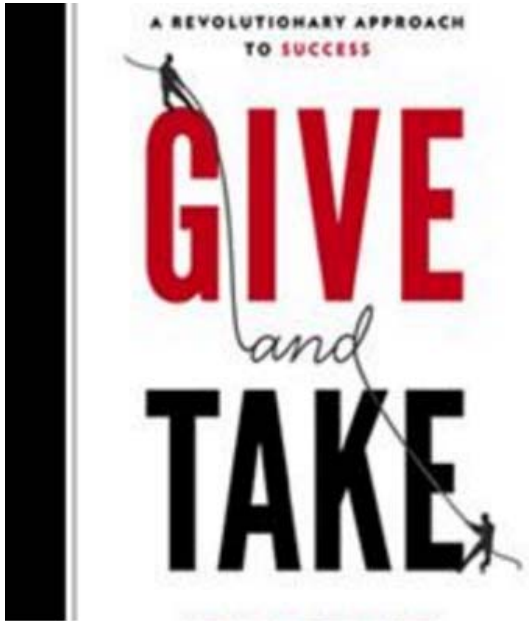
Takers are those who are always trying to get as much as possible from others.

Matchers are those who expect to have the favor returned and vice versa.

Givers go out of their way to help and support with no strings attached.

Which one are you?

- What difference does it make?
- What difference can it make?
- How does each affect your success?



A REVOLUTIONARY APPROACH
TO SUCCESS

GIVE
and
TAKE

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Givers // help
whenever the benefits to
others exceed their
personal costs

Matchers // aim
for an equal balance of
giving and getting help

Takers // help
whenever the benefits to
them exceed their

- Invest in being helpful and enjoyed an exceptional return.

- Explore the characteristics of champions of giving and how they impact the workplace.

- Something distinctive happens when givers succeed: it spreads and ripples.

- When takers win, usually someone else loses.

- Givers succeed in a way that creates a ripple effect, enhancing the success of people around them. You'll see that the difference lies in how a giver's success creates value, instead of just claiming it

Generosity

- Is generous a name that is associated with the culture at your company?
- Is it an adjective that helps to describe you personally?

Givers

- Initiate
- Learn about the rewards and potential joy that come with becoming a successful giver.
- Givers often take a bad rap as being pushovers, doormats, or martyrs
- Could be pro-active, re-active

Takers

- Users, getters
- Blind spot
- Selfish

Matchers

- You do, I do
- If you are a matcher, you believe that what goes around, comes around,” Grant said in his talk.
- If you’re a matcher, “there’s nothing you hate more than seeing a taker take and get away with it.

Secret benefits

- Good for our health
- Alleviates fear



Generosity triggers your brains' reward center. This gives us a 'high' not unlike the high of "sex, drugs and rock and roll".

Seriously!

Being generous to your spouse is one of the top three predictors of a successful marriage.

Did I just save you hundreds of dollars in marriage counseling?

You're welcome!

Generosity makes us happier.

In one study, people who helped their coworkers were more satisfied with their lives almost 30 years later!

When we experience events like illness or unemployment, helping others buffers us from stress. This makes us less likely to die in the years that follow.

Yes, you read that right!


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