

## Exit Strategies Panel Questions:

1. Please share with the group **your key experience** in exiting from a funding relationship, be it to close down a foundation, a program or just ending a relationship in your portfolio.  
Vinnie, Kathy, Raquiba
2. When we are thinking about less clear circumstances when you survey your portfolio and begin to think about the status of various grantee relationships, why might you as a PO/Director think of exiting a relationship? **Is there a “right time”** to start thinking about exiting a relationship with a grantee? How do you know?
3. What are some **elements of a responsible exit**? (from a grantee relationship and from a field)? What are the key objectives you need to have as a funder when you have decided to exit a relationship or a field?
4. Some people talk about the need to **think about the exit at the beginning** of a funding relationship. Kathy, does your experience with PDIA make you think differently about the grants you now make with IPCI? Do you think about the exit at the beginning? How?
5. **Communication:** all the literature on exits talks about the need for clear communication with grantees. Why do you think this is important Vinnie? How about you Raquiba? Can you share an example of good and bad communication with grantees on this issue and how the results were different? How should we expect grantees will react to the news of you ending the funding relationship?
6. **Capacity Building:** What types of capacity building support can and should be made available to grantees to soften the impact of your exit? Raquiba? Vinnie?
7. **Leveraging other Funders:** What can we do as donors to help grantees find other sources of funding? Kathy? Vinnie?
8. **Legacy:** Clearly one of the key elements for a funder closing down or existing a field is the issue of legacy. Clearly the story of the key grants Aaron Diamond Foundation made resulted in a very powerful legacy for the foundation and a sense that the exit was done in both a responsible and impactful way. What advice would you have for the grantmakers here about how to think about legacy and what will still be in place once we are gone?
9. Does exiting a funder relationship or field need to be a **negative/scary experience**? What have you seen grantees can actually gain from a clear ending of a funding relationship?
10. Is the **current economic downturn creating new pressures** when it comes to managing the end of a funding relationship?