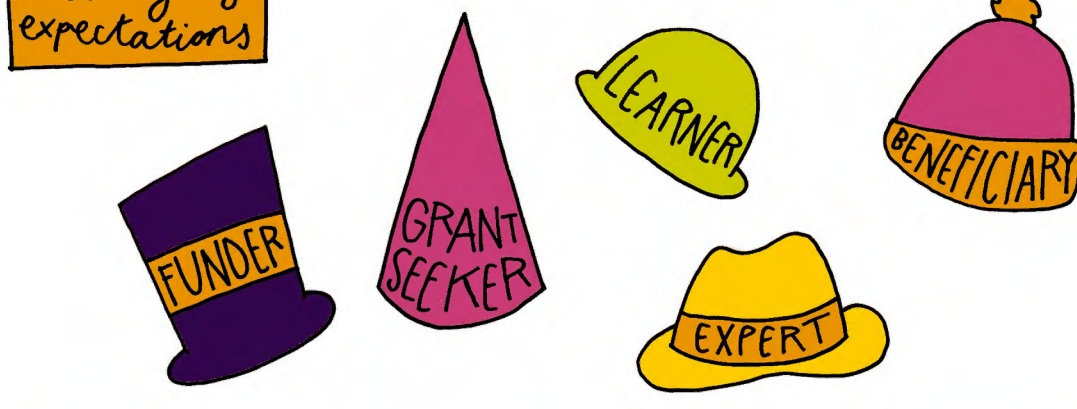
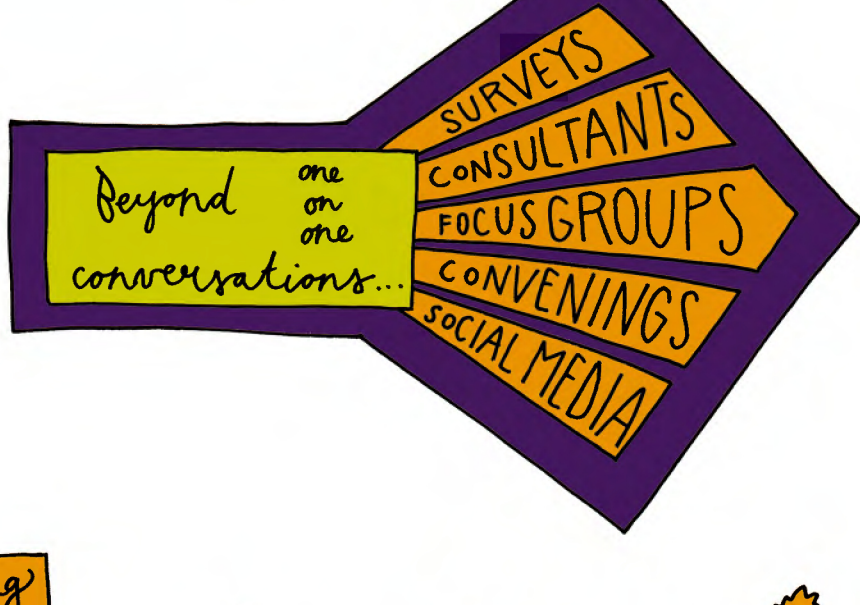
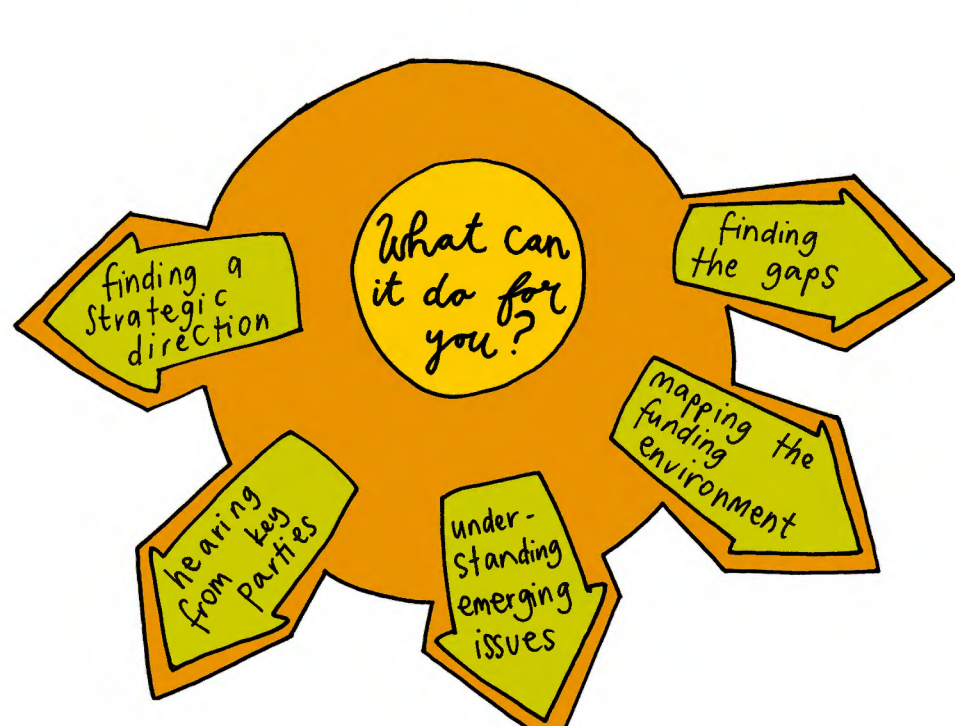
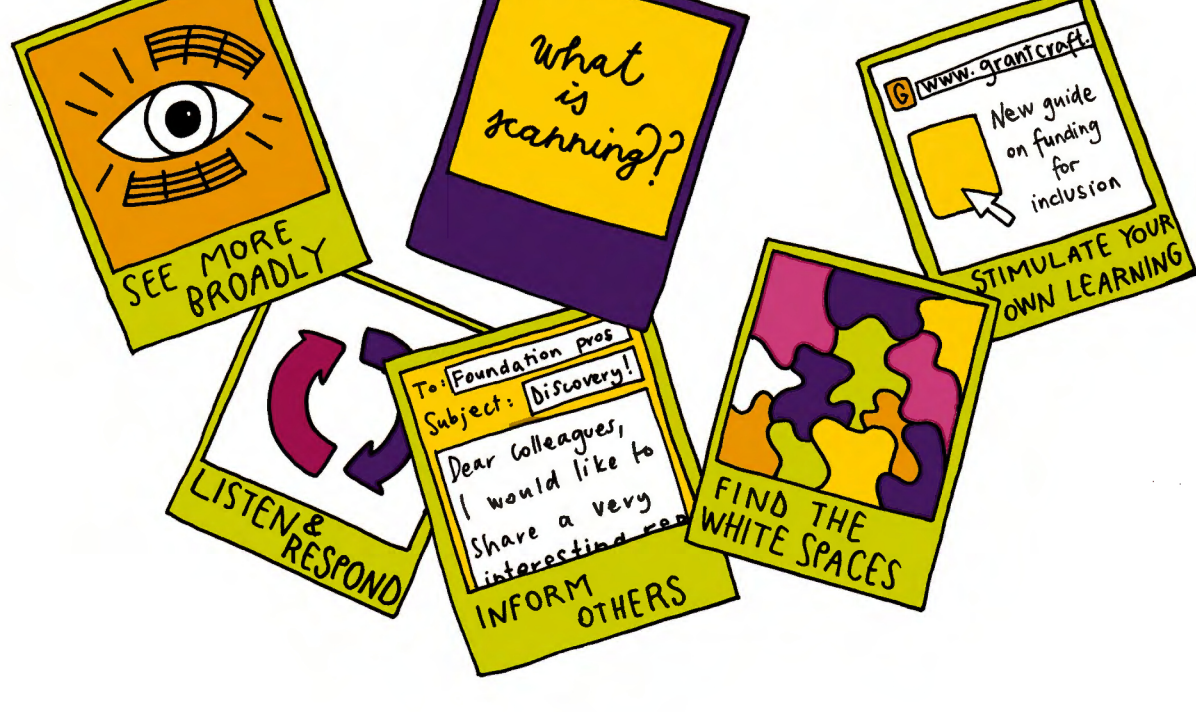
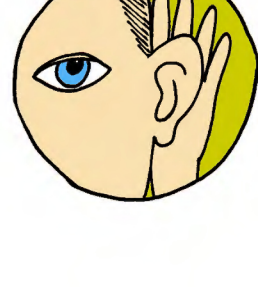

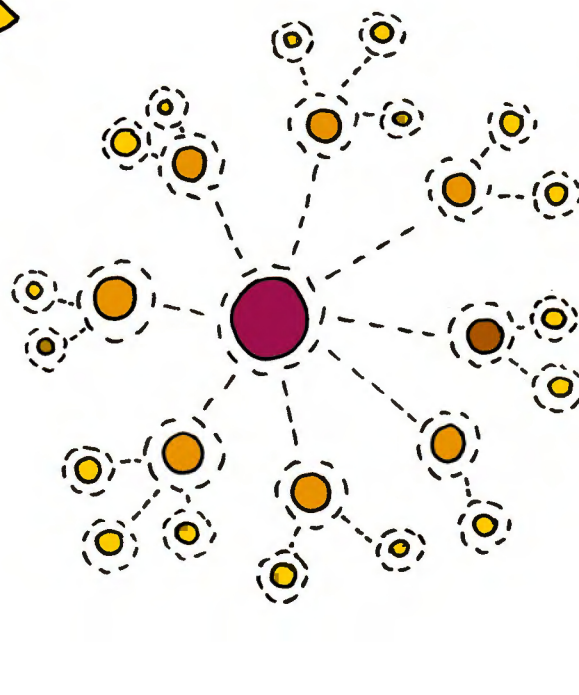




Scanning THE Landscape 2.0



Scanning is about communicating with people and it sends them messages whether you intend it to or not. Depending on the hat they wear and they think you wear, it inevitably raises hopes and expectations, so be candid about your assumptions and limits.

KEY LESSONS FOR FUNDERS

- ▶ Think of scanning as a golden opportunity to pause and listen to key constituencies. 
- ▶ Take time to define the purpose of your scan and the questions you want to investigate. 
- ▶ Recognise that scanning can help you build relationships and create networks. 
- ▶ Consider teaming up with other funders to scan together. 

Check in with colleagues inside your foundation and in the field at various points during your scan. 

- ▶ **PND PHILANTHROPY NEWS DIGEST**
- ▶ **WASHfund.org**
- ▶ Investigate and take advantage of technology tools to scan effectively in the digital age.

