



## EXECUTIVE SUMMARY

Bilal Rajan, philanthropist & 12-year old author of Making Change  
[www.MakingChangeNow.com](http://www.MakingChangeNow.com)

### Highlights

- **No act is too small** to keep it from having the potential of making change
- **Anyone and everyone is capable of doing something** that contributes to making change
- **The more people you can involve in your cause, the better**
- It's easy to overbook and over commit yourself and that can make life pretty hectic so be sure you **pace yourself**
- **The 8 principles of making change are:**
  - Know Your Destination
  - Think Before You Act
  - Listen Hard, Don't Hardly Listen
  - IOU - Importance Over Urgency
  - Strength in Numbers
  - Practice a No Lose Policy
  - Give Yourself a Tune Up
  - Visualize Success
- **You can only improve what you measure**
- It doesn't have to be hard or boring; **fundraising can be a lot of fun**
- When many **get together for a common cause** it makes a huge impact

### Top 3 Takeaways

- ALEX: 1. Study. Learn. Teach. Master.  
2. Be the change you want in the world.  
3. Ordinary things, done consistently, create extraordinary results.
- LINDA: 1. Your life is your message.  
2. The how is none of our business; just have a big enough why.  
3. You're never too young or too old to start now.