

# How we framed PARTNERSHIPS

- What is the need, ability and mechanism for building partnerships?
- How far do you extend partnerships?
- Do partnerships enhance sustainability or create turf wars?
- On what level should you develop partnerships, and what should they look like?

# Seven Questions

- The roles of each partnership organization
- Existing & successful models of partnership
- Relations to support training
- What direction are we moving in
- How do we encourage cooperation
- Who should we create partnerships with
- What common ground do we have

# ON THE LEVEL...

- **LOCAL LEVEL: Boiling Up**
  - If our partnership locally is successful it's easier to establish national partnership
  - Disseminate information to the community for continued growth and sustainability
- **FEDERAL LEVEL: Flowing Down**
  - Identify where resources are in your community and market them at the national level.
  - Politicians listen to their constituents at home

# CONSTRAINTS

- Legal constraints: Who will the law allow us to work with?
  - Schools would be great partners, but can you educate and train teachers. Would you want to?
- Regulatory constraints: Who can we incorporate?
  - Who are providing services, (such as Emergency Rooms) and how can we can we better work with them?

# GETTING THE WORD OUT

- Workshops for organizations to make connections & learn how to create partnerships
- Terrorism concerns: Demand for collaboration
- Create brochures to clearly define intent
- Involve workers in novel meeting approaches such as simulations
- Funding: Usual suspects or new frontiers

# NECESSARY FOR GROWTH

- Partnerships are a fundamental mechanism for growing the program.
- Define who your partners will be and the use of those partnerships.
- Too many cooks spoil the broth, don't overextend partnerships.
- Roles and responsibilities are a key part of any partnership.
- Appropriate strategies work from both top and bottom.