Forging Strategic

Partnerships



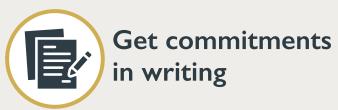
Research the partner





Negotiate a win-win







Where can staff capacity come from?

Can more capacity be found (volunteer or paid)?

Is the capaicty reliable?



What funding is required?
Which partner can offer funding and how much?
Can new funds be acquired?



How can audience (clients, volunteers, donors) grow as a result of this partnership?

What audiences can each partner invite or recruit?



What in-kind assets (equipment, space, supplies, or other property) can each partner contribute?