

Partnerships, Politics & Personalities



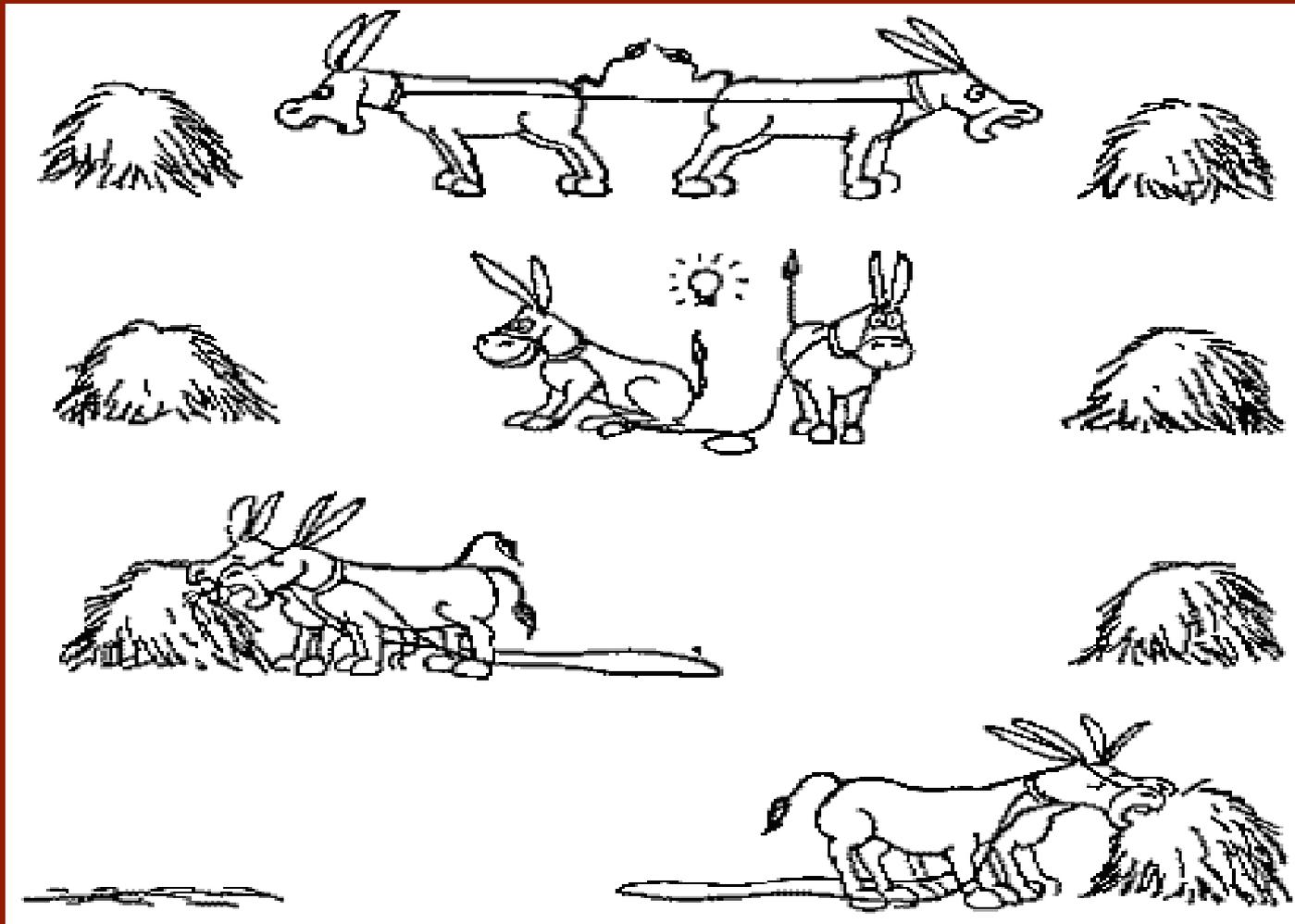
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Tony Foster, Director Metropolitan Development, City of Richmond
Roger Richert, Owner, Richmond Furniture Gallery
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Session Objectives

- Learn to assess collaborative opportunities
- Learn tactics to make partnerships successful
- Understand how strategic partnerships can enhance organizational capacity and lead to better community outcomes

What is a Partnership?





Why build partnerships?

So, what makes a good partnership?



Benefits of Partnering

- Cost savings
- Economies of scale and scope
- Extends the reach/benefit of your work
- Positive influences
- Leverages funding
- Learn/develop new skills, knowledge
- Increase diversity
- Increase synergy



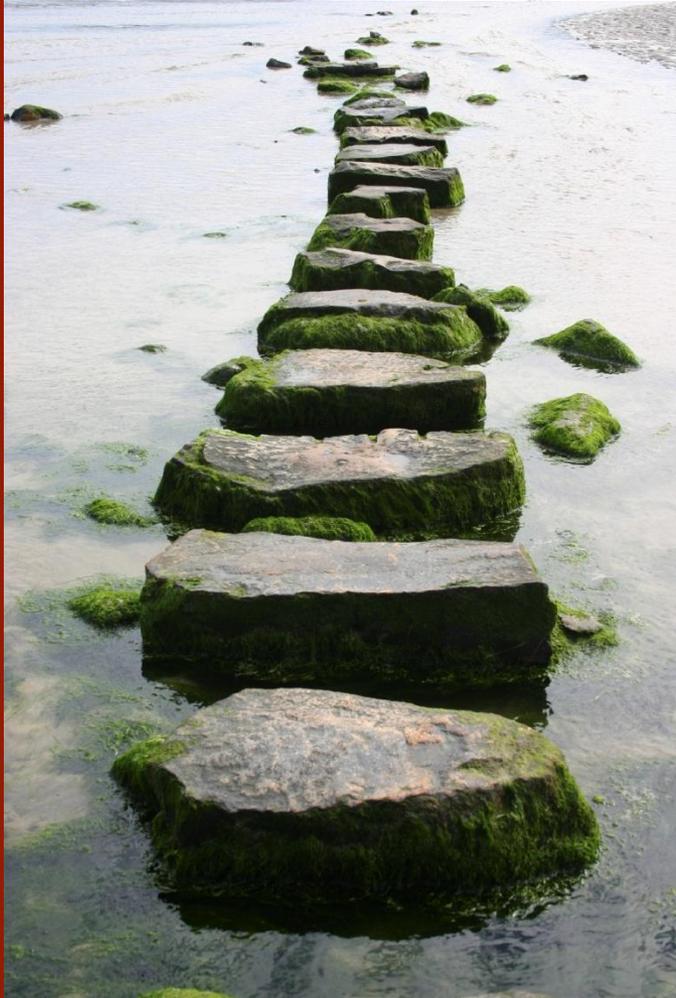


So, how do you build them?

Find the right partners



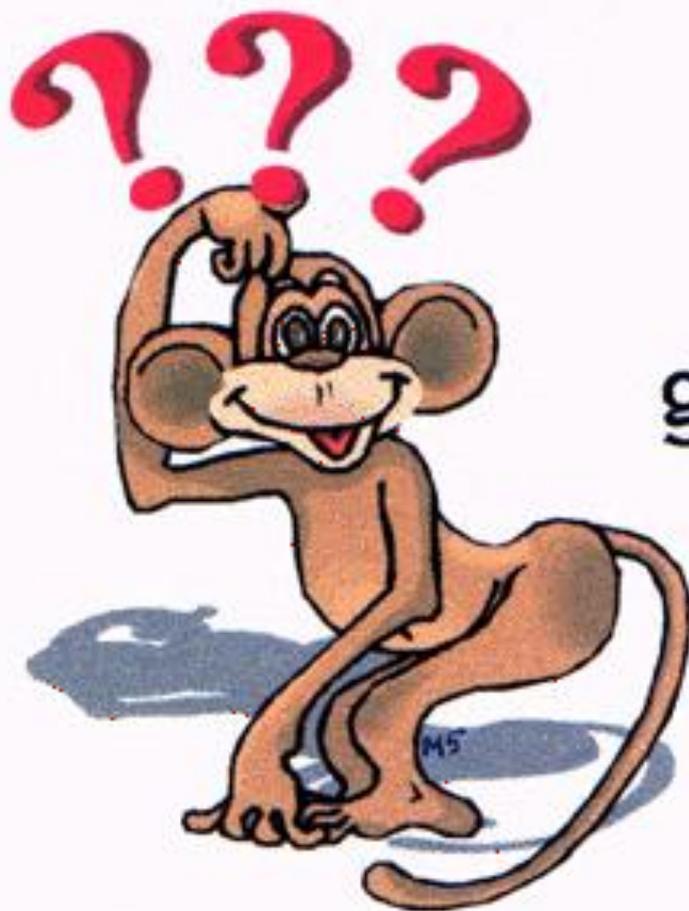
Steps to making strategic partnerships work



- Find the right partners
- Involve partners from the start
- Share control
- Agree on how to make decisions
- MOUs

Challenges to effective partnering





Questions
are
guaranteed in
life;
Answers
aren't.



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