



School & Main Institute Powerful Partners Training

Training, tools, and coaching to help you form or strengthen relationships with partners involved in your effort.

Partnership as a Verb, Not a Noun

Many organizations have, hope for, or need partners to help them achieve their mission – especially in education and community development circles, where often no one institution can address a need alone.

At School & Main Institute, partnership development is at the heart of all of our work. And over the years we've seen it all.

- Partnerships as paper creations, invented in a proposal in order to get funding.
- Partnerships as large groups of people convened to represent stakeholders that must or should be "on board," but that can't get traction. All group, no action!
- Turf battles over partners everyone wants for *their* youth-related effort.

We've also seen partnership relationships that really work. They work because the focus is on what people DO -- together and when they go back to their own organizations -- and not on the vehicle or structure (the noun) they create as a way to merely hold meetings.

Moving You from Interests to Action

School & Main Institute's Powerful Partners Efforts is five-part series of strategic planning and coaching sessions designed to help a new group of partners set a clear course for their relationship and work, or help a seasoned group take stock of progress and reenergize.

We move you and your partners through a systematic process that will help you articulate the interests and strengths of partners at the table, what you want to achieve together and

when you'll know when you meet your objectives.

Powerful Partners sessions can be integrated into your group's regular meetings or can be delivered as an intensive 1-2 day retreat.

During sessions, you'll work on the six areas critical to successful collaborative ventures:

- Systems Thinking
- Self Interest
- Shared Vision
- Foundation / Assets
- Infrastructure
- Collaborative Implementation

After you complete your Powerful Partners training, School & Main Institute staff can provide additional coaching and support. We're often asked to do a check-in or check-up meeting on a scheduled basis in order to help you evaluate whether your work is on target. As part of follow-up support, we'll talk with people within partner organizations and youth and families your initiative targeted – to get feedback on the depth and breadth of your impact.

Interested in partnership development training for your group or community? Call or email us for more information or visit www.schoolandmain.org to see upcoming events.

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