

# PARTNERSHIPS: PERSISTENCE, PATIENCE, AND MUTUAL UNDERSTANDING

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A series of several parallel white lines of varying lengths and positions, all slanted diagonally from the bottom-left towards the top-right, located on the right side of the slide.

- ▶ Partnerships are essential to successful organizations
- ▶ Relationships can greatly improve and enhance partnerships
- ▶ Persistence is key

# BACKGROUND



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- ▶ Understanding roles
- ▶ Identifying needs and/or goals, setting a clear foundation
- ▶ Building the relationship
- ▶ Knowing the why (McKay, 2014)
- ▶ What should your team look like (De Backer & Rinaudo, 2019)



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# SETTING THE STAGE

- ▶ Discussion with your team
- ▶ Brainstorm solutions and strategies
- ▶ Alignment to both organizations' strategic plans



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# BRINGING IT BACK PROCESS

- ▶ Essential to building a relationship
- ▶ Clear follow up helps to cultivate the relationship and move the partnership forward
  - ▶ UPDATE, EVEN IF THERE ARE NO UPDATES
  - ▶ Think of this as a form of persistence – You can control your follow up communication

# COMMUNICATION



- ▶ What if you cannot meet their needs?
- ▶ Handling difficult personalities
- ▶ Addressing competing frameworks

# ROADBLOCKS



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- ▶ Strong relationships help partnerships move forward easier
- ▶ Clarity, accountability, agility, and active management (De Backer & Rinaudo, 2019)
- ▶ Mutual understanding, persistence, and communication

## WRAP UP



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