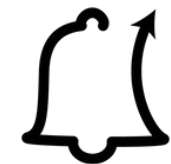
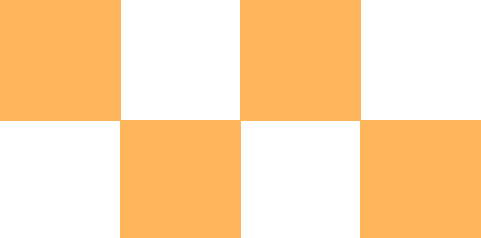


# PARTNERSHIPS 101

**Building Strong, Collaborative Relationships**



**Beyond School Bells™**  
nebraskachildren




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# WHO'S IN THE ROOM?



In the chat share:

- Name
  - Organization/Role
  - What's one partnership your program currently has (or your dream partnership)?
- 

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# STEPHANIE VADNAIS

- Assistant VP Beyond School Bells- ELO Strategy & Partnerships
- I love building new partnerships and fostering existing ones!



Stephanie, age 10

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- A program of Nebraska Children and Families Foundation
- Nebraska's Statewide Afterschool Network
- Supports high quality, locally sustainable Expanded Learning Opportunities (ELOs)



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# WHY PARTNER?



**Partnerships multiply impact  
and resources for youth!**

We really are better together



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# **WHAT ARE CHARACTERISTICS OF A GOOD PARTNERSHIP?**



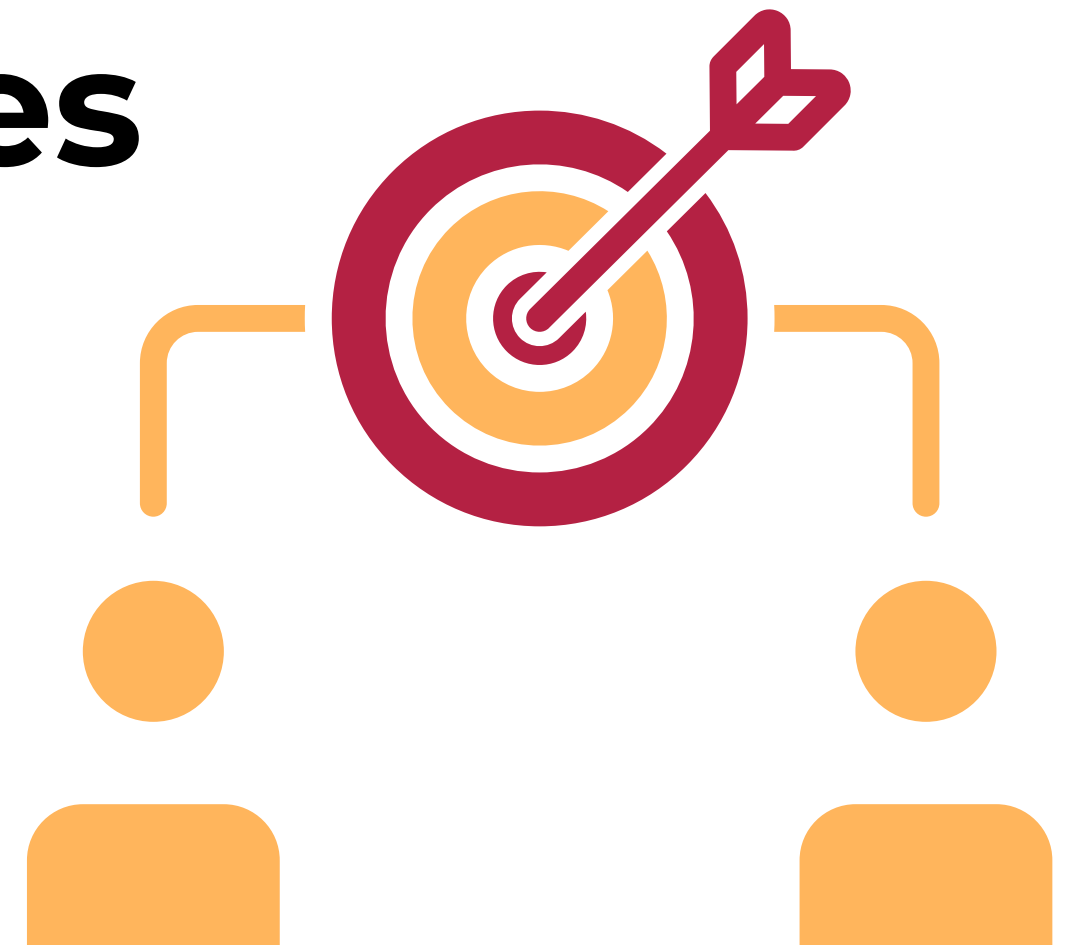
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# CHARACTERISTICS OF A GOOD PARTNERSHIP

## 1. Shared goals and values

Not *identical* missions, but  
*compatible*



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# CHARACTERISTICS OF A GOOD PARTNERSHIP

## 2. Mutual benefit

Not one-sided





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# CHARACTERISTICS OF A GOOD PARTNERSHIP

## 3. Clear communication and expectations



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# CHARACTERISTICS OF A GOOD PARTNERSHIP



## 4. Trust and reliability



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# CHARACTERISTICS OF A GOOD PARTNERSHIP

## 5. Complementary strengths



What you bring + what they bring =  
more than either alone

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# WHO'S IN YOUR COMMUNITY?



- Use the worksheet or a blank piece of paper
  - **2 Minutes:** Brainstorm potential partners in your community
  - **2 minutes:** Pick one and identify- What do they have? What can my program or organization offer? What could we create together?
  - Quick share out!
-

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# STARTING A PARTNERSHIP ✨



## Do your homework

Research the organization and  
understand their goals

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# STARTING A PARTNERSHIP ✨

## Make the initial contact

Warm introduction vs.  
cold outreach

Transformative vs. Transactional

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# STARTING A PARTNERSHIP ✨

## Lead with curiosity



“How can we support each other”

*Not an ask*

“Here’s what I need”

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# STARTING A PARTNERSHIP ✨

## Start Small

Pilot a project before making  
a long-term commitment

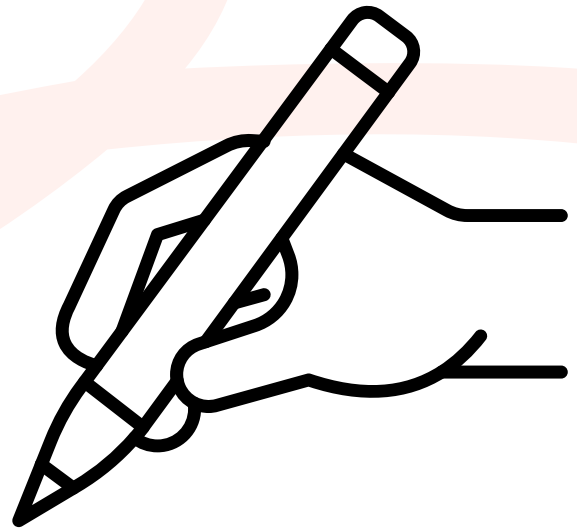




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# STARTING A PARTNERSHIP ✨

## Get it in writing


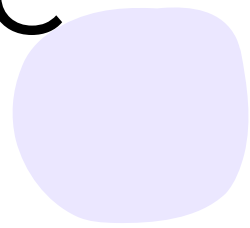
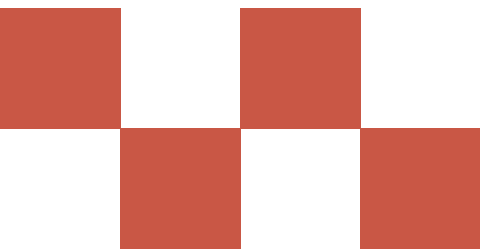


Outline clear expectations and roles  
MOU or Email agreement



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# PARTNERSHIP RED FLAGS

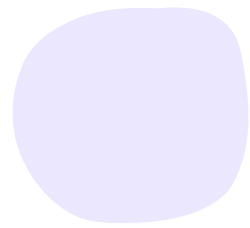
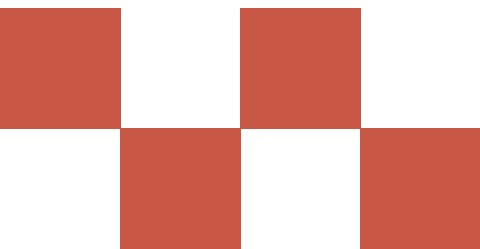
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1. Misaligned values
  2. Partners who don't communicate
  3. Partnerships that feel extractive or exploitive
  4. Unreliable follow-through
- 
- 



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# PARTNERSHIP TOP TIPS



1. Show up and follow through
  2. Communicate proactively
  3. Give credit generously
  4. Think long term
  5. Know when to say no
- 
- 
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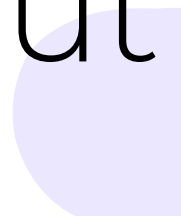
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# REMEMBER



**You don't have to do it all alone!**

The best partnerships start with a conversation. Who will you reach out to this week?



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**LET'S CONNECT!**

**Stephanie Vadnais**

svadnais@nebraskachildren.org

**THANK YOU!**



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