

Identifying Strategic Partners

Before finalizing a relationship with a prospective strategic partner, take some time to assess the benefits and challenges for your project.

- Write down a goal or activity that you want to work with other organizations to achieve. Think about cross programming (FGP, RSVP, SCP, AmeriCorps VISTA, Learn and Serve).

Goal/Activity:
 Example: Set up child care program when school is cancelled by unexpected emergency

- List possible partnering organizations in left hand column below.
- Record the benefits your project and the partnering prospects offer each other.
- Record the opportunities/challenges that exist for forming a partnership.

Partnering Organization	Partner's Benefits	Your Organization's Benefits	Opportunities	Challenges
State Emergency Management Agency	Printed materials Funding	Expertise Training	Can reach more people	Distrust volunteers Lack appreciation for volunteers

- Considering the benefits and opportunities in conjunction with the challenges, name the partners for your initiate below. That's more strategic!