



Partnering With Our Peers for Success

Presenter: Diane H. Leonard, GPC

About Diane H. Leonard, GPC



- Grant Professional Certified (GPC)
- Owner, DH Leonard Consulting & Grant Writing Services, LLC
- Approved Trainer, Grant Professionals Association
- Began career as Program Officer
- Over \$48.6 million awarded for clients
- Runner and coffee drinker

Goal for Today

To facilitate a conversation based on real examples about how we can use partnership and collaboration in our work to improve our success as individuals, as grant colleagues, and as grant seeking organizations.

What We Will Cover Today:

- I. What Does Partnering *REALLY* Mean?
- II. Types of Common Partnerships
- III. The Good, The Bad, The Great
- IV. Discussion & Takeaways

I. What Does Partnering *REALLY* Mean?



I. What Does Partnering ***REALLY*** Mean?

Your Working Definition

What does partnership mean to you?

I. What Does Partnering ***REALLY*** Mean?

Your Working Definition

What does collaboration mean to you?

I. What Does Partnering ***REALLY*** Mean?

Merriam-Webster's Definition:

Partnership (n): A legal relation existing between two or more persons contractually associated as joint principals in a business.

I. What Does Partnering ***REALLY*** Mean?

Merriam-Webster's Definition:

Partner (n): One associated with another especially in an action.

I. What Does Partnering *REALLY* Mean?

Merriam-Webster's Definition:

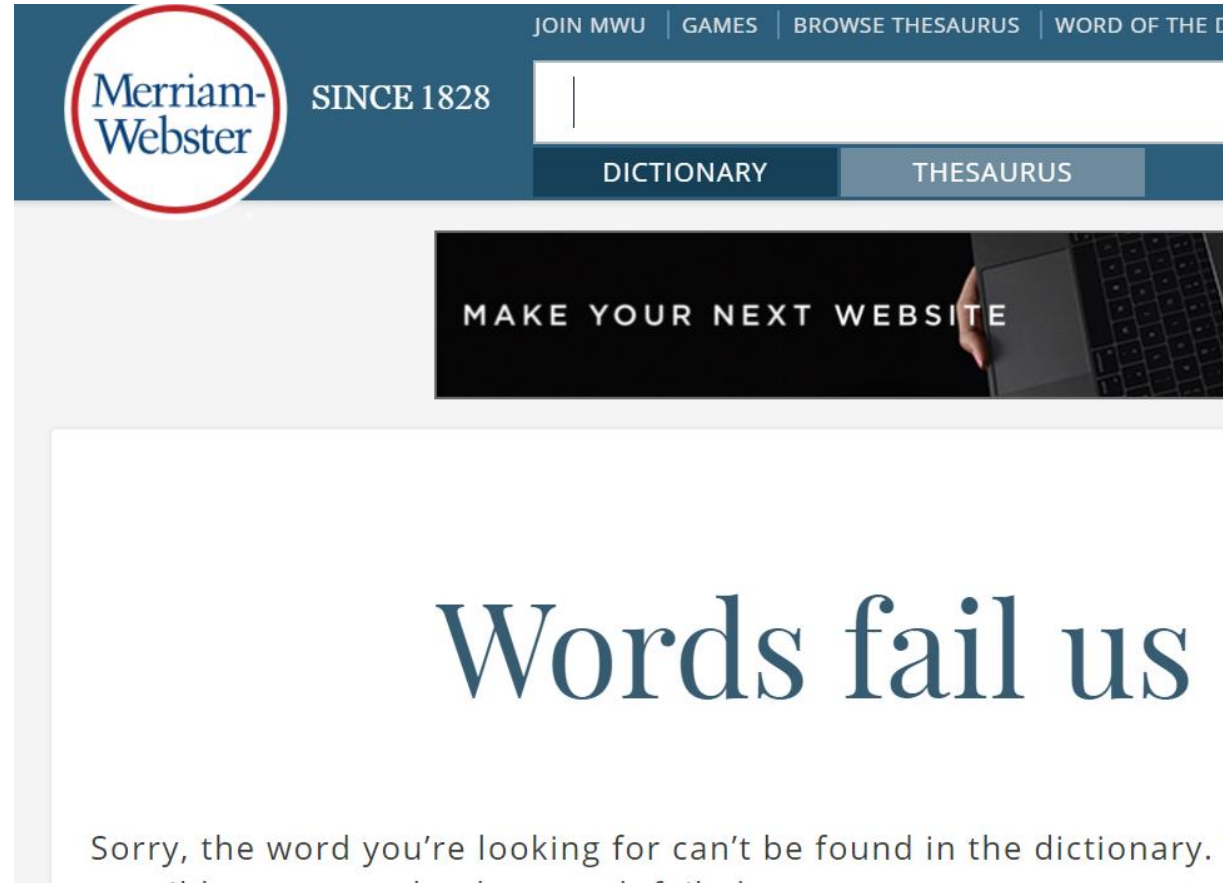
Collaborate (v): to work jointly with others or together especially in an intellectual endeavor

(v) to cooperate with an agency or instrumentality with which one is not immediately connected

I. What Does Partnering ***REALLY*** Mean?

Merriam-
Webster's
Definition:

Collaborative
partner (n):



The screenshot shows the Merriam-Webster website interface. At the top, there is a navigation bar with links for 'JOIN MWU', 'GAMES', 'BROWSE THESAURUS', and 'WORD OF THE D'. The Merriam-Webster logo and 'SINCE 1828' are on the left. Below the navigation bar are buttons for 'DICTIONARY' and 'THESAURUS'. A banner below the navigation bar reads 'MAKE YOUR NEXT WEBSITE' with an image of a hand holding a laptop. The main content area displays the search result for 'Words fail us' in a large, blue, serif font. Below the title, it says 'Sorry, the word you're looking for can't be found in the dictionary.'

I. What Does Partnering *REALLY* Mean?

Collaborative partnership

From Wikipedia, the free encyclopedia

Collaborative partnerships are agreements and actions made by consenting [organizations](#) to share [resources](#) to accomplish a mutual goal. Collaborative partnerships rely on [participation](#) by at least two parties who agree to share resources, such as finances, knowledge, and people. Organizations in a collaborative partnership share [common goals](#). The essence of collaborative partnership is for all parties to mutually benefit from working together.



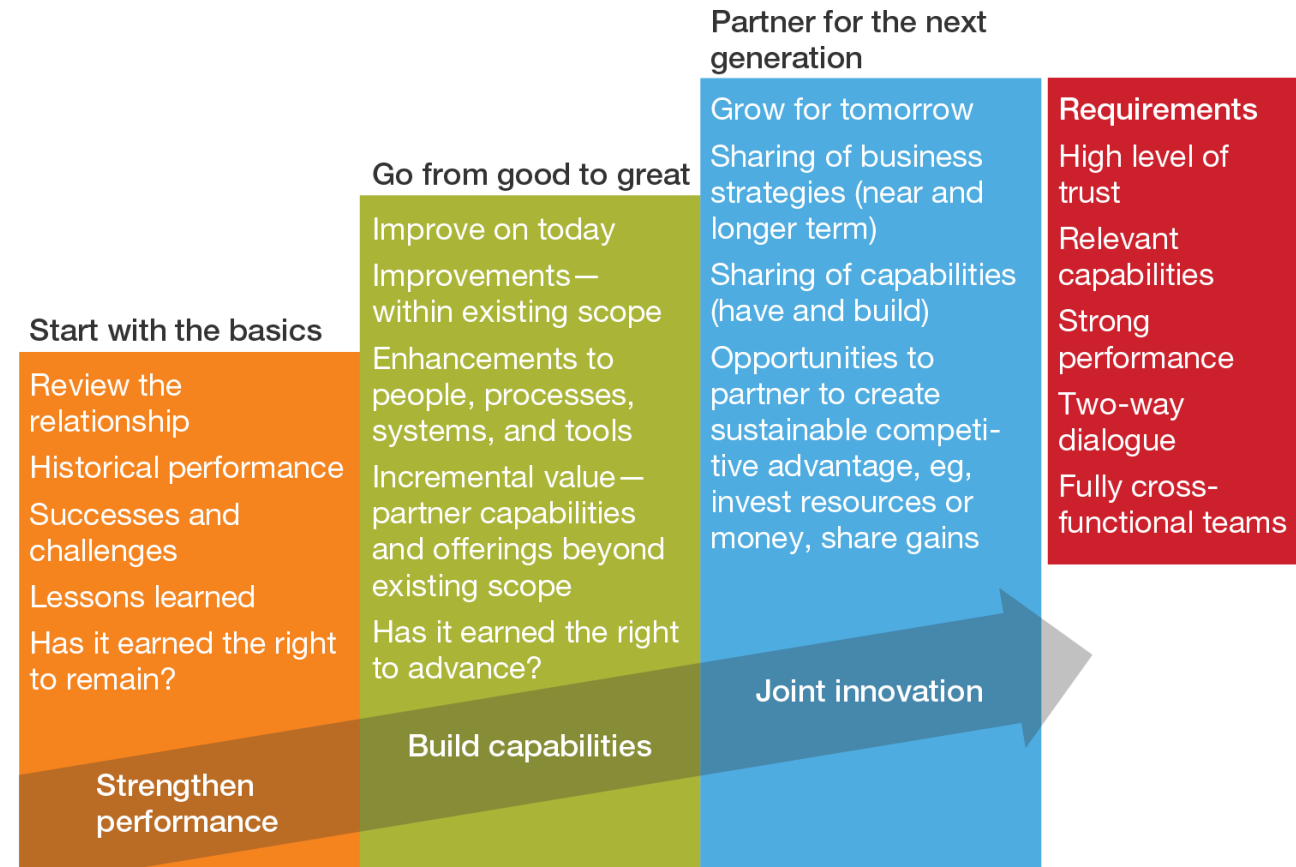
I. What Does Partnering ***REALLY*** Mean?

“Being a collaborative partner doesn’t mean you have to give up being an independent pioneer. It means that you have the skills, knowledge and experience that will improve any team effort.”

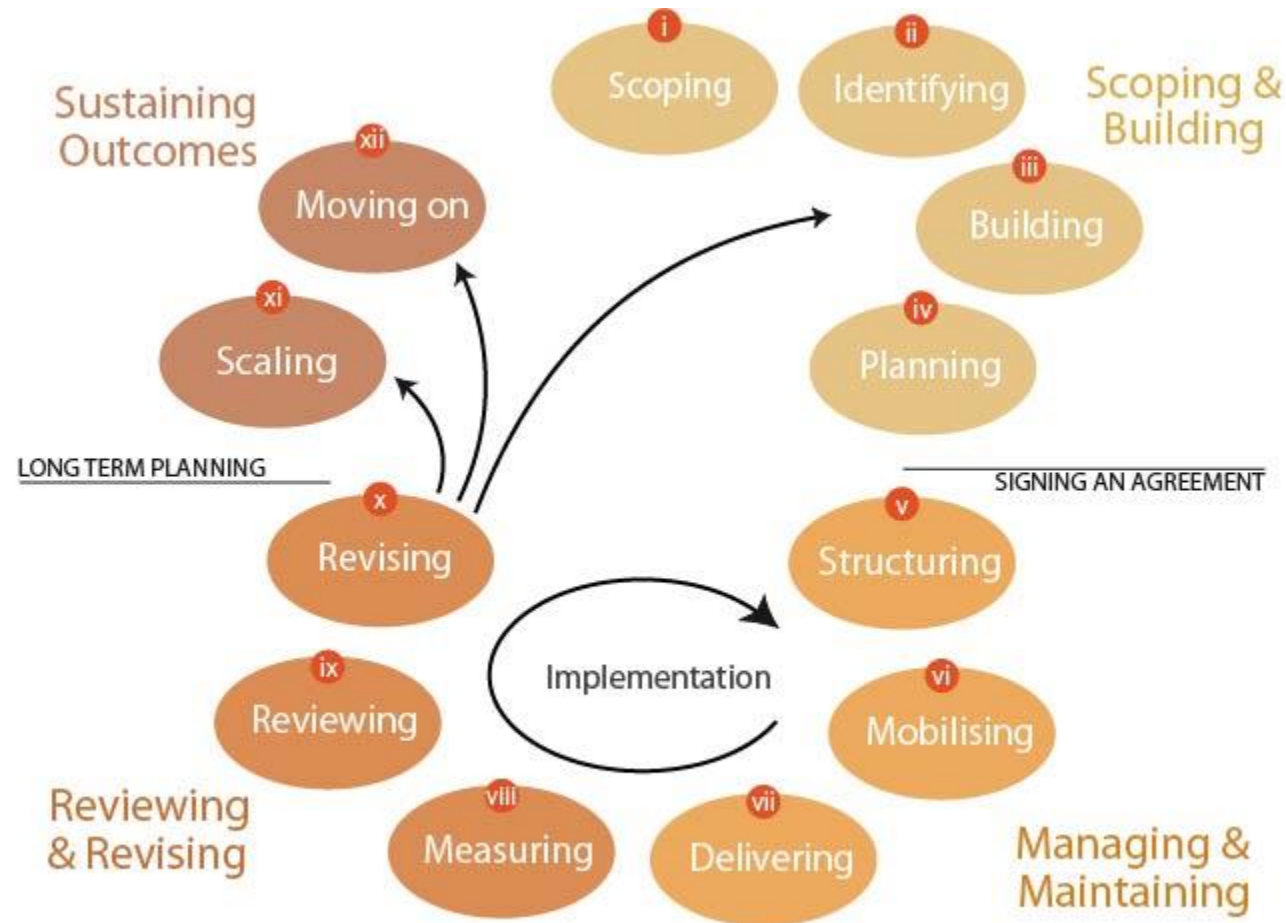
– David K. Williams

I. What Does Partnering *REALLY* Mean?

The collaboration agenda advances as the relationship deepens.



I. What Does Partnering *REALLY* Mean?



© The Partnering Initiative

I. What Does Partnering *REALLY* Mean?

3 Keys of Effective Partnerships

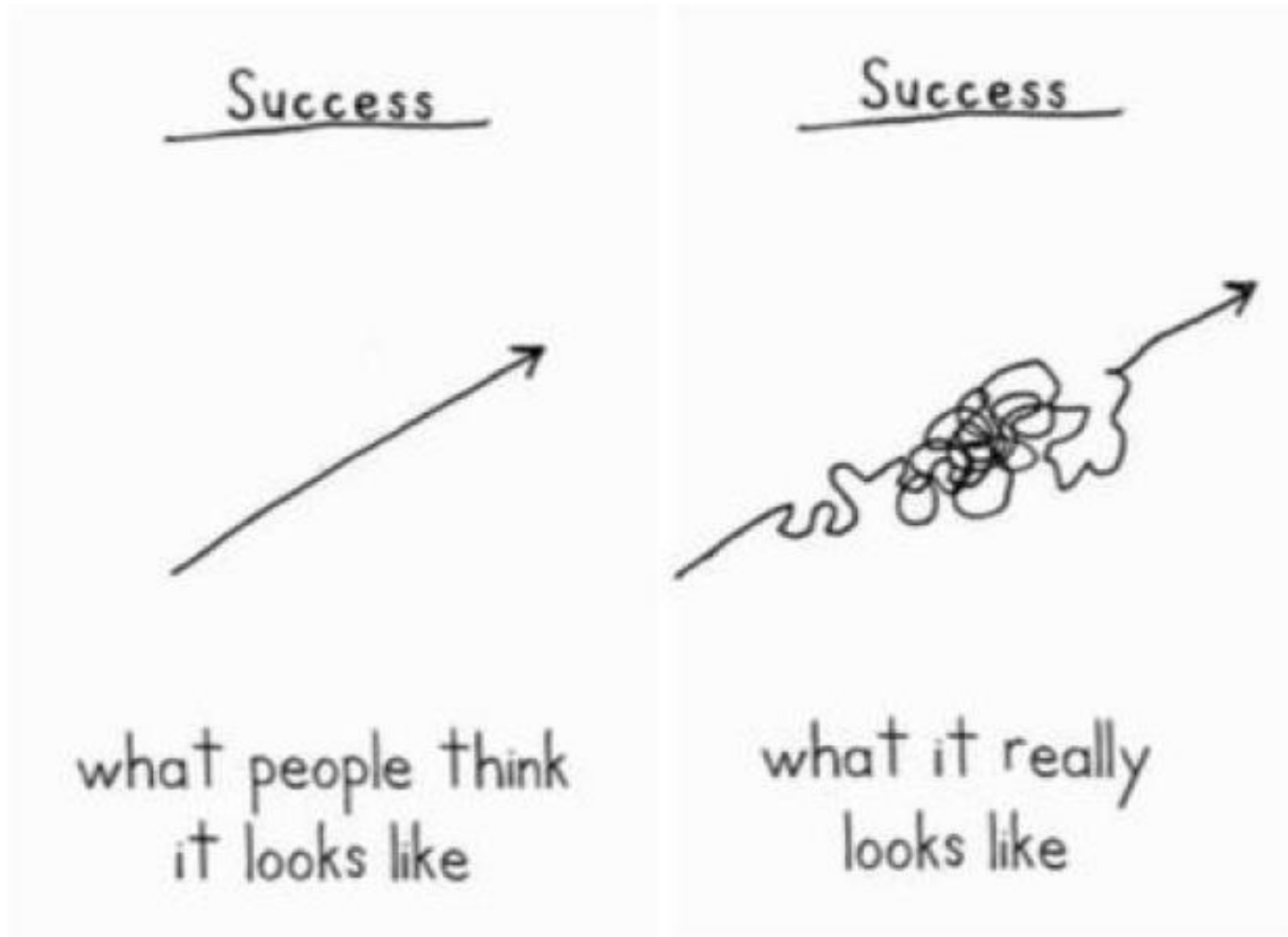


I. What Does Partnering *REALLY* Mean?

WHAT ARE YOUR
GOALS?



I. What Does Partnering *REALLY* Mean?



II. Types of Common Partnerships



II. Types of Common Partnerships



Being part of a collaborative application with numerous organizations

II. Types of Common Partnerships



Nonprofit partnering with a university for project evaluation

II. Types of Common Partnerships



Consultants collaborating for the benefit of one client for an application

II. Types of Common Partnerships



For profits partnering with nonprofits for a specific project or innovation

II. Types of Common Partnerships

Your Perspective

What are some other types of partnerships?

III. The Good, The Bad, The Great



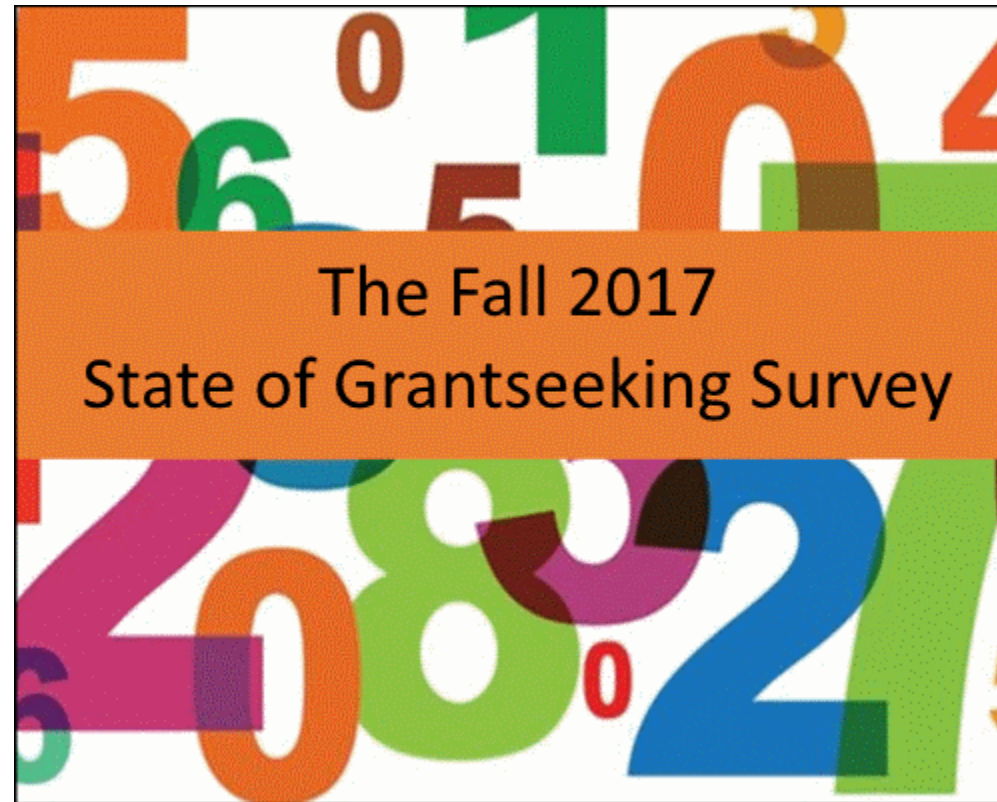
III. The Good, The Bad, The Great

Things to Consider During Each Case Study:

1. What are the goals of the partnership?
2. Could the goal be achieved outside of the partnership?
3. What might you do differently?

III. The Good, The Bad, The Great

Status of Grant Seeking Survey



III. The Good, The Bad, The Great

The Fall 2017 State of Grantseeking™ is underwritten by:



IV. The Good, The Bad, The Great

Monday Quarterbacking

1. What are the goals of the partnership?
2. Could the goal be achieved outside of the partnership?
3. What might you do differently?

IV. The Good, The Bad, The Great

City of Winston-Salem, North Carolina



IV. The Good, The Bad, The Great

Monday Quarterbacking

1. What are the goals of the partnership?
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3. What might you do differently?

IV. The Good, The Bad, The Great



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Kimberly Tso

Collaborate with Other Consultants — Panel Discussion via Google Hangout

May 11, 2015 by Kimberly Tso

Ever feel a little too independent as an independent consultant? During a recent discussion at Creating the Future's Facebook group for Community Benefit consultants, many people expressed interest in learning how to collaborate with other consultants to share the work, lighten the load, tap talents, and better serve our communities. Four members of our group ... [Read more](#)

www.creatingthefuture.org

IV. The Good, The Bad, The Great

Monday Quarterbacking

1. What are the goals of the partnership?
2. Could the goal be achieved outside of the partnership?
3. What might you do differently?

IV. The Good, The Bad, The Great

Your Example Here

IV. The Good, The Bad, The Great

Monday Quarterbacking

1. What are the goals of the partnership?
2. Could the goal be achieved outside of the partnership?
3. What might you do differently?

III. The Good, The Bad, The Great

Questions to Ask Yourself

In any new potential partnership or collaboration setting ask yourself:

1. What are the goals of the partnership?
2. Could the goal be achieved outside of the partnership?

III. The Good, The Bad, The Great

Key Takeaways:

- 1 – Have a flexible definition of partnership
- 2 – Maintain clear goals of partnership
- 3 – Establish clear channels of communication
- 4 – Think outside of the box
- 5 – Have defined time periods for reevaluation of partnership

IV. Discussion & Takeaways



Connect With Me!

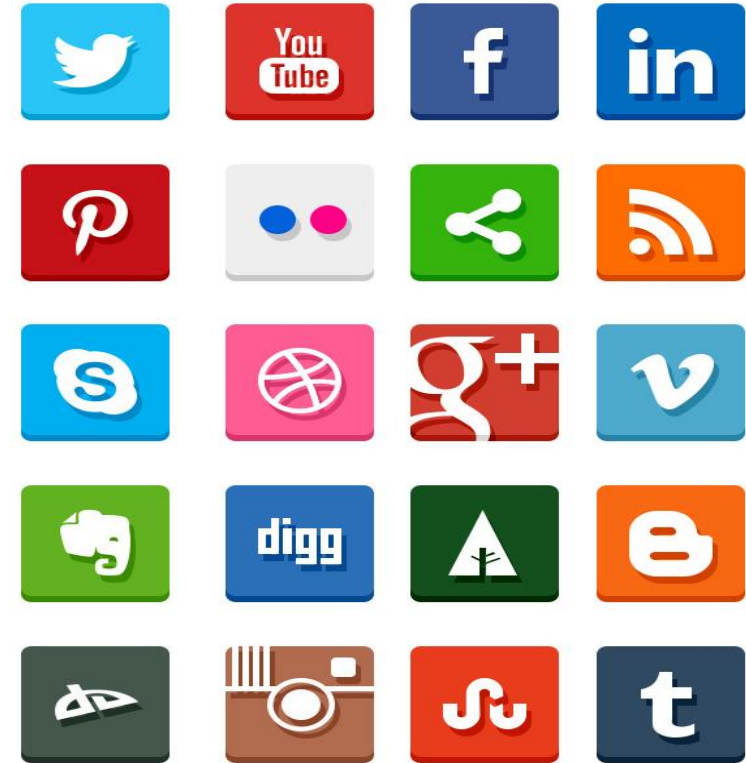
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Questions



Q&A

Think of a question afterward?

Email Diane at

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