

# SMI's **Powerful Partners** Support: Rethinking collaboration.

## Partnership as a Verb, Not a Noun

Many organizations need partners to be successful - especially in meeting the education and employment needs of youth. In a time of diminishing resources and increased need, it's clear no agency or organization can go it alone.

At School & Main Institute, partnership development and community collaboration are at the heart of all of our work. Over the years, we've seen it all:

- Partnerships as paper creations, invented in a proposal in order to get funding.
- Large groups of potentially great collaborators that meet...and meet...but can't get traction. All group, no action.
- Turf battles over partners everyone wants.
- Potentially strong partners who quietly disengage and fade away.

We've also experienced **collaborative relationships that really work**. They work because they focus on what people actually **DO** together, and not just on the structure (the noun) they create.

## Moving You from Interests to Action

Our experience with partnership ventures ranges from big and broad – the design and facilitation of federal and state level interagency partnerships – to community-based efforts that involve both public and private sector organizations.

We know that collaboration is hard. Getting people to the table and keeping them there takes both strategy and skill. SMI's **Powerful Partners™** services are tailored to meet these challenges and provide a clear methodology based on more than 25 years of experience working with groups like yours.

**Powerful Partners™** sessions can be integrated into your group's regular meetings or delivered in variety of other formats:

- Training sessions, workshops and seminars
- Intensive regional, state or local summits or retreats
- Strategic partnering and planning meetings
- Facilitated coaching / coordinator support
- As part of a conference program or other forums

We can 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 re-focus or re-energize their efforts.



**Thank you, thank you, thank you!!!  
The session was fantastic and I've heard nothing but rave reviews. You had people saying things about partnership that I NEVER thought they'd say. There was a real shift in thinking on Wednesday.**

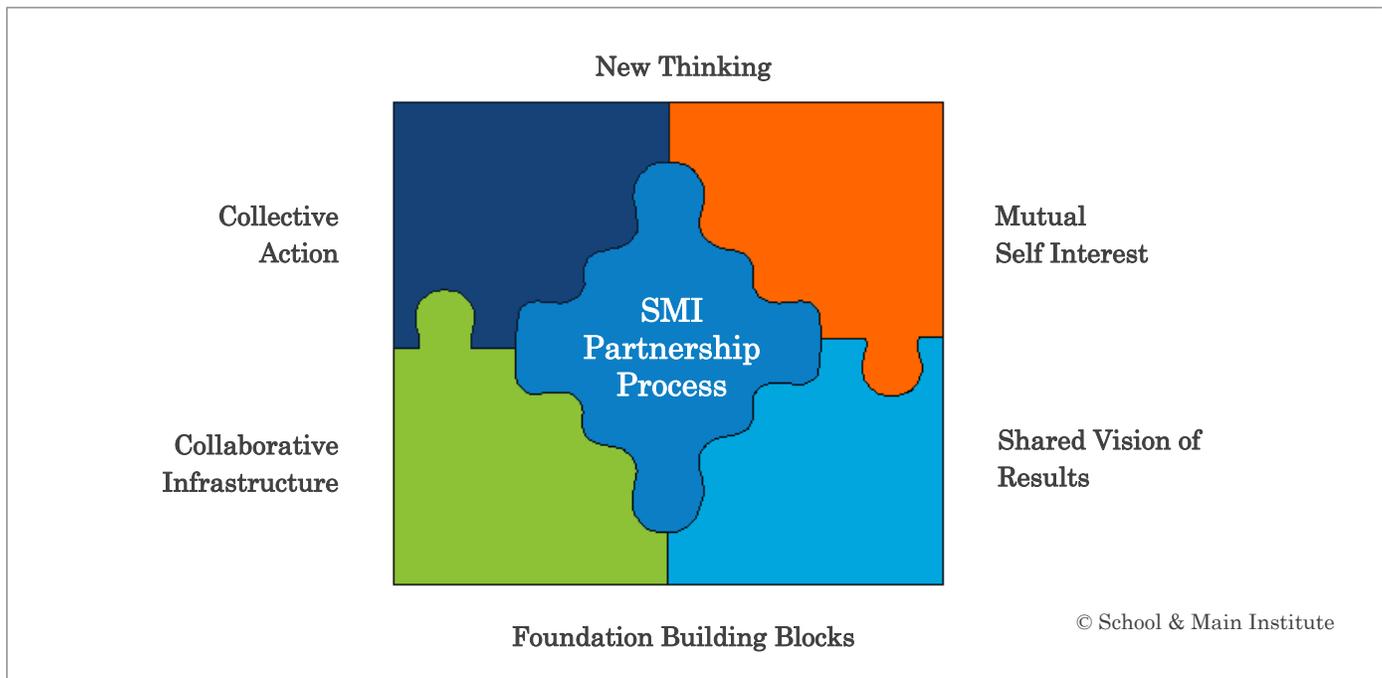
Jen Brevoort  
Director of Regional Partnerships,  
Philadelphia Youth Network

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As part of **Powerful Partners™**, we will move you and your partners through a systematic process that will help you articulate the interests and strengths of those at the table, what you want to achieve together, how to effectively organize and manage the work collaboratively, and how you'll know when you meet your objectives.

**Powerful Partners™** support will help you identify:

- Partner self-interest
- Priorities for collective action
- A truly collaborative infrastructure for doing the work
- Strategies for aligning and integrating resources
- Shared accountability methods
- Effective strategies for managing the “nuts & bolts” of partnership work, including effective meetings, work groups, collaborative marketing and more



Finally, we can stay by your side as your effort progresses, an experienced neutral broker who can provide check-in or facilitation support for key partnership activities (retreats, progress reviews, strategic planning activities) and help you evaluate whether your work is on target.

Contact us at [617.227.2100](tel:617.227.2100) for more information about **Powerful Partners™** services.



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