



Presidential  
Consultants

# 3 Keys to Finding Community Partners

## Look for Strong Leadership

Partnerships don't last without leadership. Look for leaders who are willing to invest time and resources in a partnership



Savvy leaders may find additional funding so that assigned individuals don't take on another role in addition to their existing responsibilities.

## Work to Understand Cultural Fit

Understanding culture takes time. Each group has unique language, rules and regulations, ways of doing business, and even differing definitions of collaboration.



Carefully read what the organization has published about itself in annual reports, its website, and mission, vision, and values.



Ask to shadow leadership and individual team members. This provides space to ask questions and absorb culture. Allow the partner to do the same in your school or office.

## Be Upfront with Expectations

Minor differences in expectations can lead to major problems down the road.



Ask partners to present their expectations. What can they contribute to the partnership and what are they expecting from it?