Building Successful Partnerships

And why they matter

Qualities of Positive Partnerships

☐ **It's not all about $…at first**

☐ **Partnerships can help you focus on outcomes, not outputs**

☐ **Raising money is easier and your organization is more successful if you can demonstrate impact**

Where to start?

- ☐ **Partner with folks that really align with your mission**

- ☐ **Not how or what you do, but why you do**

- ☐ **How do we apply localism and diversity to the current media and tech landscape where many more people have access?**

- ☐ **Focus partnerships on working with those who serve communities who are not participating in media and tech**

- ☐ **Who in your community is impacted by the digital divide and would most benefit from gaining 21st century transferable skills?**

Considerations

☐ **Partnerships take time!**

☐ **Don't make assumptions: If they want a bell, help them build a bell**

☐ **Content is not always king**

☐ **Do what you do. Fund what you do. And don't be afraid to modify what you do.**

Examples

☐ **Summer Camp to Summer Youth Employment**

☐ **Production Courses to College Course**

☐ **Storytelling and Production to DocuMentorMe**