

Building partnerships for financial empowerment



Effective partnerships are critical to a successful integration of FE into existing municipal services. Here are some tips to ensure partners are on the same page and actively working towards a unified goal.

Key to every successful partnership is deciding the “What”, “Why” and “How” before getting started.



Getting to shared outcomes is a key step.

- When working with multiple partners, decide on a collective vision of impact to help set the boundaries of what you will achieve and how.
 - Your shared outcomes are up to you. Listen to each other and go into as much detail as is helpful.
-



Defining your shared outcomes at the beginning sets the stage for a good relationship.

- It helps build a sense of shared accountability, which is foundational to a successful partnership.
 - It increases understanding of what’s important to each organization and why. This will help later in the process when partners may not agree on a course of action, so discussion can be centered on mutual understanding instead of judgment.
 - It fosters discussion of what’s shared and what’s unique to each organization, which can allow for mutual understanding of strengths that can be leveraged throughout the project.
-



Discuss practices and priorities. Facilitate agreement on shared objectives and how the partnership can be evaluated.

- Run a workshop or series of meetings where partners talk about current practices, priorities, and what they’re looking to get out of the partnership. This is critical in enabling partners to build trust and witness each other’s commitment and alignment (or misalignment).
- Run a workshop or series of meetings on how the partnership will be evaluated:
 - What impact do we want to have, as a collective?
 - How will we know we’ve been successful?
 - What do we want to know/learn from this? What are we curious about?