

# Finding Your Perfect 10:

## 10 Steps to Finding a Strategic Partner for Your Organization

### Part 1 Worksheets

### Selecting Our Core Team Worksheet

| Potential Core Team Members | Role in the organization   | Able & willing to prioritize this work | Influence within the organization | Expertise and/or Information we need | Unique stake in the organization | Score             |
|-----------------------------|--|--|-----------------------------------|--------------------------------------|----------------------------------|-------------------|
| Board Pres                  | <i>Give each potential core team member a score of 1 (low) to 5 (high)</i> |  |                                   |                                      |                                  | <i>Add it up!</i> |
| CEO/ED                      |  |  |                                   |                                      |                                  |                   |
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### Creating Our Organization’s Metrics Worksheet

Our #1 metric is MISSION alignment. In addition, our Core Team has identified our organization’s top “Assets, Wows & Needs.” Is there anything else we should be looking for in a partner?

| Our Top Needs | Our Top Assets & Wows |
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**BRAINSTORMING PROMPT:** *What else should our organization be looking for in a partner?*

1. List the qualities, characteristics and/or resources you think our organization should be looking for in a partner (ex. trustworthiness, proven track record of collaborating, readiness to consider a closer relationship).

2. Now, circle the 3 most important qualities, characteristics and/or resources you listed above.



## Identifying Potential Partners Worksheet

*Our Core Team has identified our organization's top "Assets, Wows & Needs." We are looking for collaborators and partners who meet our needs and who need what we have.*

| Our Top Needs | Our Top Assets & Wows |
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**BRAINSTORMING PROMPTS:** Do not think about "who would be a good partner?" or "who is likely to partner with us?" Just answer the questions, listing any and all organizations you can think of – even those you think are unlikely to become partners. • Go ahead and list the same organizations more than once, if applicable. • If you don't know the answer to a question, just skip it. Answer the ones you can. • Make notes next to the name of each organization you list, so that you can remember why you listed it.

Where do you see "Wows!" happening in our sector?

Which organizations out there need what we have?

Which organizations out there have assets that we need?

Who else out there does what we do...or something similar?

Who are the "frenemies" of our organization (those working the same territory and/or applying for the same funding)?

Who are our organization's closest partners (those with whom we share programming, funding, staff, etc.)?

Which organizations supply resources, clients, information, etc. so that our organization can do the work we do?

Which organizations depend on us for resources, clients, information, results so they can do the work they do?