**Tools & Steps to Identify & Build Partnerships**

This tool contains three worksheets or activities to assist you in identifying and enhancing partnerships to help your organization meet survivors’ economic needs.

**Brainstorm & Identify Current and Possible Partners**

1. **Bulls-Eye! Brainstorming Partners & Allies**

Who are your current partners? In what ways to do you work together? What other partners might be needed? Use this bulls-eye activity to map and examine your existing partnerships.

1. **Brainstorming Partners & Allies: Primer**

Need help thinking outside the box about who you can partner with? Use this tool to brainstorm the stakeholder groups you might partner with directly for resources, who have insights about economic issues, and/or can influence others to better meet the economic needs of survivors. You can use this tool in tandem with or instead of the Bulls-Eye tool.

**Plans to Develop or Strengthen Partnerships**

1. **Creating a Plan for Partnership Building**

Now that you’ve mapped your current and possible partnerships above, what do you need to do to start or strengthen these relationships? Use this tool with each identified partner, individually, to develop a plan to authentically connect and work with each partner.

**1) Bulls-Eye! Brainstorming Partners & Allies**

Use the template below to map your partnerships – with grantees, potential grantees, and other stakeholders. Who are you close with and loosely connected to? Who have you struggled to engage with? Who needs to be at the table to help address the issue of focus? Then examine the list of partners – are the right people at the table? Do you have all the perspectives you need?

Use the blank template on the following page, or draw a larger bulls-eye on poster paper to brainstorm as a team or with partners.

Outside the Bulls-Eye: List any partners, stakeholders, or grantees who may be challenging.

In this outer ring: List partners, stakeholders, and grantees that are needed but I have less of a relationship with, or only work with as needed.

In this inner ring: List partners, stakeholders, and grantees you have strong relationships with that could help address this issue

List Issue of focus or goal statement in the bulls-eye

Outside the Bulls-Eye: Who else is needed at the table? What stakeholder groups might touch the issue we seek to address in new or different ways?

**2) Brainstorming Partners & Allies: Primer**

Below are a few stakeholder groups to help you brainstorm a list of current and potential partners to engage in the systems advocacy efforts you have identified.

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| **Stakeholder Group** | **Unique Perspective & Brainstorm List** | |
| **Survivors** | **WHO MIGHT THEY BE?** Think about various identity groups, communities, and in which programs/services you interact with survivors.  **WHY ARE THEY IMPORTANT?** Only survivors can explain the rich complexities of their lived realities, and experiences of violence, as well with navigating various service and safety systems. | |
| **BRAINSTORM LIST (be specific):** | | **What do you value or believe about them? What do you think they value or believe about you? What perspective do they bring / what do they offer?** |
| **Advocates, attorneys, and other practitioners** | **WHO MIGHT THEY BE?** Advocates, attorneys, social workers, counselors/therapists, educators, prevention educators, community engagement, or those who work directly with survivors or their communities. Think about those from *within* your organization, in other organizations, and across movements, e.g. immigrant rights, racial justice.  **WHY ARE THEY IMPORTANT?** Stakeholders who work regularly and directly with survivors are critical for identifying trends, or common issues they see and hear from multiple survivors. They also have an understanding of what works and what doesn’t in terms of remedying particular problems. | |
| **BRAINSTORM LIST (be specific):** | | **What do you value or believe about them? What do you think they value or believe about you? What perspective do they bring / what do they offer?** |
| **Program directors /executives** | **WHO MIGHT THEY BE?** Program managers/directors, legal directors, executive directors, or other executive roles. Think about from within your organization, in other organizations, and across movements, e.g. immigrant rights, racial justice.  **WHY ARE THEY IMPORTANT?** These stakeholders often bring expertise in how systems, programs, policies, and laws function and impact your organization. They also have decision-making power within their organizations and influencing power across. | |
| **BRAINSTORM LIST (be specific):** | | **What do you value or believe about them? What do you think they value or believe about you? What perspective do they bring / what do they offer?** |
| **Community members** | **WHO MIGHT THEY BE?** Important or long-standing community members, civic leaders, religious/spiritual leaders, volunteers, etc.  **WHY ARE THEY IMPORTANT?** Community stakeholders bring diverse perspectives on how an issue may be experienced (the same or differently) by different groups. They understand where resources and community assets lie and can be important champions in getting the community engaged in efforts. | |
| **BRAINSTORM LIST (be specific):** | | **What do you value or believe about them? What do you think they value or believe about you? What perspective do they bring / what do they offer?** |
| **Systems actors** | **WHO MIGHT THEY BE?** Gatekeepers to key resources (e.g. public benefits caseworkers) or key decision makers about how services and systems are implemented (e.g. Directors of housing, transportation, judges, chiefs of police).  **WHY ARE THEY IMPORTANT?** They have a say in policies about key resources, legal cases, or influence the ways resources are distributed and how survivors experience service provision. | |
| **BRAINSTORM LIST (be specific):** | | **What do you value or believe about them? What do you think they value or believe about you? What perspective do they bring / what do they offer?** |
| **Other stakeholder groups?** | **WHO MIGHT THEY BE?** Policy/Law makers, elected officials, educators or education official, health care providers or health system directors/advocates, other social justice advocates, state and national advocacy organizations, etc.  **WHY ARE THEY IMPORTANT?** They might work on a similar issue but with different populations or communities. They might have access to different resources, skills/abilities, networks, power, etc. | |
| **BRAINSTORM LIST (be specific):** | | **What do you value or believe about them? What do you think they value or believe about you? What perspective do they bring / what do they offer?** |

**Creating a Plan for Partnership Building**

Using the brainstorming you did on the previous page, use this worksheet to create a plan to engage new partners, strengthen the ways you work with grantees and other stakeholders, and strategize about who and what is needed to help address your issue of focus.

**What issue are you trying to address?**

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\*Be specific about what the issue is and what survivor population you’re focused on (e.g. barriers to housing for undocumented survivors)

**Partnership Mapping**

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| **Who are your current partners and allies in this work?** (see the Bulls-eye map to list)  **Alternatively, you might ask: Who do you need to enlist in this work?** | | What would you like them to do? |
| **In what ways do you currently engage or work with them? What’s the status of your relationship with them?** | | |
| What has worked well in the past? | | What hasn’t worked well in the past? |
| What other strategies to build or enhance partnership could you try?  Consider: How would you engage with them authentically? What resources might they need in order to work with you more intensively? | | |
| **Are there other partners you should/could enlist in this work? Who are they?**  (use Bulls-eye map to help list. Consider: Are those impacted by the issue represented? Are culturally specific programs/communities represented?) | ...and for what purpose? | |
| **What else do you need?** | | |