Both parties must have something to contribute to the partnership.

What can you provide, share, develop?
Memo of Understanding

- All entities sign.
- Live by the rules.
- Establish a line of communication between the partners.
- Act quickly if misunderstandings occur.
- Revisit the Memo as needed.
Organizational Structure

- Set up a structure that allows partners to have some voice in the operation or governance of the school.
- Partners are more likely to work with you if they believe that they help you steer the bus when necessary.
Be open, honest and consistent.

No surprises or back door deals.

Keep positive and upbeat communication.

Admit mistakes and share plans for getting beyond the problems.

Talk positively about your partner.
Be Good at What you Do

- Produce a product with measurable results.
- Charters should have a unique focus mission, or program.
- Invite your partners to visit you and see what you do.
Realities of Partnership

- When your playmate is a big gorilla, you need to play nice to survive!
- Don’t demand things.
- Those who demand respect and attention usually get neither.
- Use the approach, “How can I help you?”
There are times to smile and “agree to disagree”.

Use their forms, deadlines and procedures when appropriate.

Pay your bills with a smile.
Share and celebrate successes on both sides.
Congratulate when they are recognized for something positive.
Visit in person when possible.
Realize that you must always be grooming the relationship.

People leave, rules change, situations shift.

Always be courting your partner, even after marriage.
Sell yourself at all levels of the organization.

The CEO, Superintendent, College President, Principals or Deans, Teachers and Professors.

A misunderstanding at any level can threaten your partnership.