

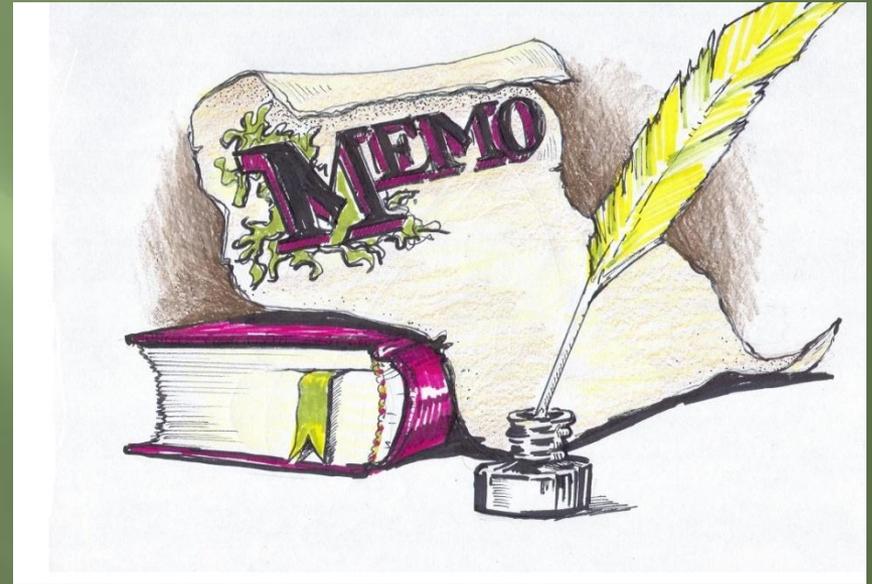
Win Win Partnership



- ▣ 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.

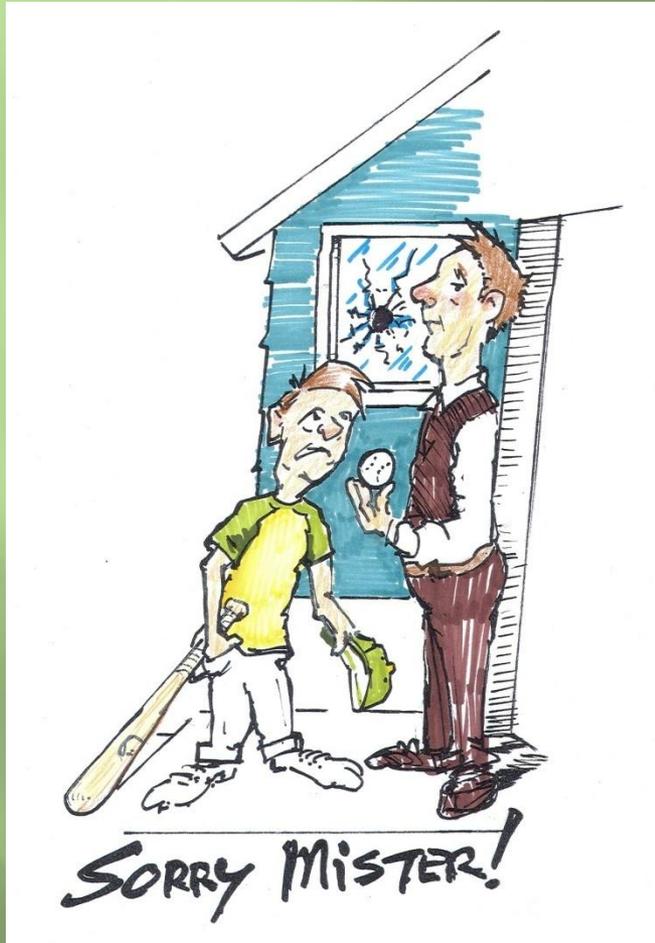


Organizational Structure

- ▣ 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.



Positive Communication



- ❑ 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.



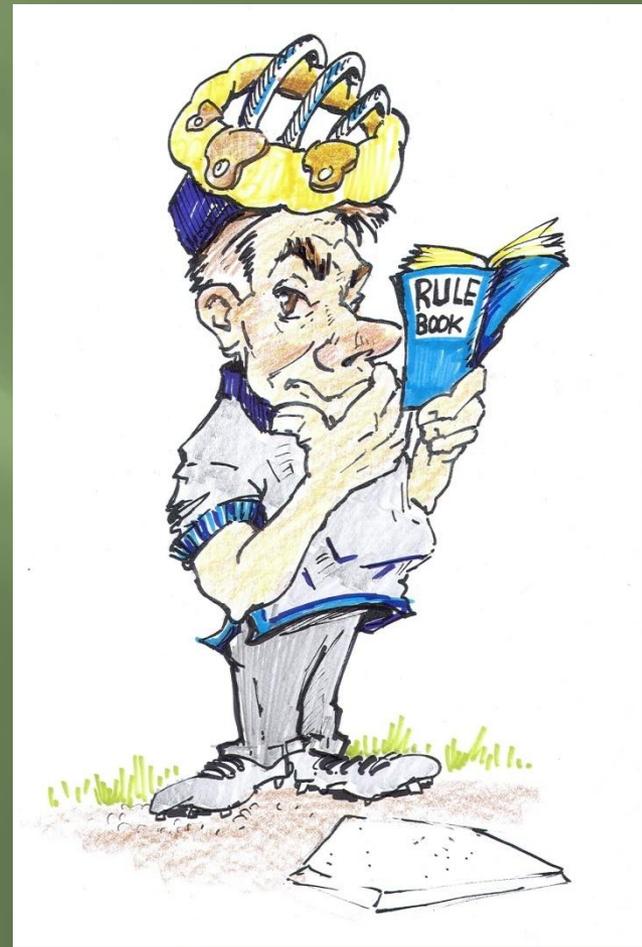
Realities of Partnership

- ▣ 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?"



Play by the Rules

- ▣ There are times to smile and “agree to disagree”.
- ▣ Use their forms, deadlines and procedures when appropriate.
- ▣ Pay your bills with a smile.



Report to Partners

- ❑ Share and celebrate successes on both sides.
- ❑ Congratulate when they are recognized for something positive.
- ❑ Visit in person when possible.



Groom your Relationship

- ▣ 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

- ❑ 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.

