



*Key Factors for Successful  
Partnerships*

**Glen Newby - President & CEO New Path Foundation**

**Ken Edwards - VP Finance & Administration**

**Neville Twine - VP New Path Foundation**



**Welcome**  
**Our Assumptions**  
**Why Partnerships**



**Partnerships at  
The Common Roof  
DVD Presentation**



**Our focus today...in 90 minutes:**

**Is to provide you with an interactive  
tool that will facilitate clarity and  
understanding as you move along the  
partnership trail**



What we know about creating and  
sustaining positive partnerships...

See...

Do...

Get...



Our Workshop

Placemat Approach...

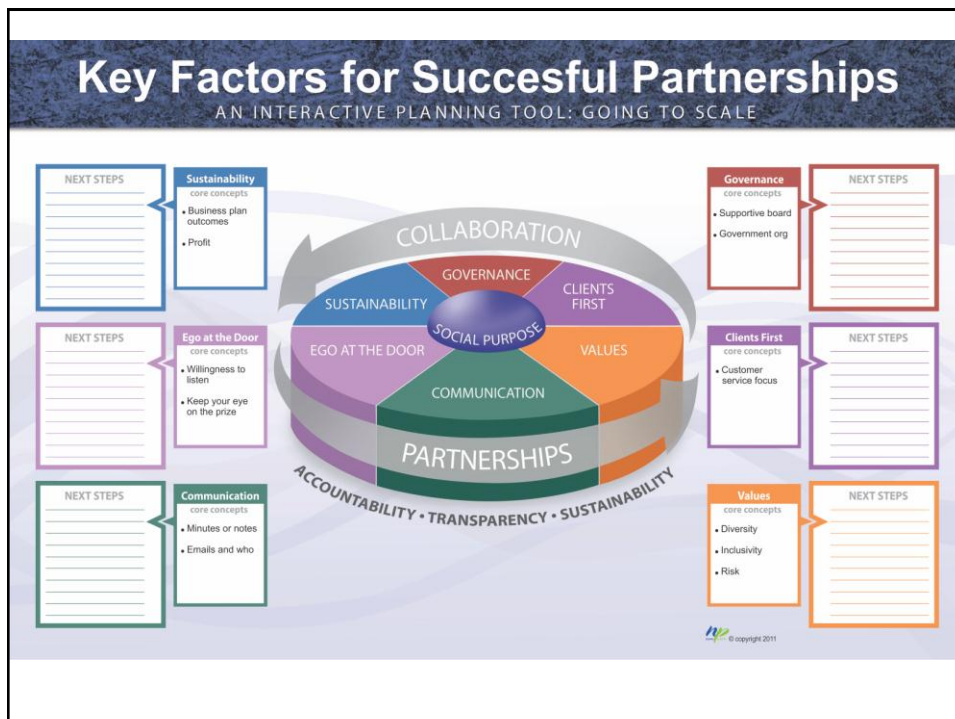
**The placemat approach tends to  
support**

**a key range of learning styles  
which exist around almost any  
partnership table**



When we are finished today

- you will have an interactive visual organizer tool
- that will allow you to quickly clarify and define six high yield factors,
- that together will allow you to determine your next steps in your partnership process





- Our research and experience have helped us identify six high yield key factors which helps boil down some of the complexity
- Each key factor has core concepts and we will share those with you today using the placemat



The over arching outcome for partnerships in sustainable services, we suggest are:

- Trust for each other and the process
  - Clarity of direction for the team
  - Progress towards the project



Lets begin:

Quick overview of all six factors on the placemat

Work through one factor and illustrate what we did as our “next steps”



**CLIENTS FIRST**

**Core Concept:**

Recognizing different staff client groups  
(staff focus)



## CLIENTS FIRST

....Our next steps at New Path:

- ✓ We hired a company to plan the offices for direct service organizations, administration areas and common use areas i.e. lunch room



## CLIENTS FIRST

**Core Concept:**

A customer service focus  
(Client focus)



## CLIENTS FIRST

....Our next steps at New Path:

✓ We worked with a group of representatives from the agencies in the building to factor out how to provide the best customer service to the clients i.e. reception, washrooms, waiting rooms





**CLIENTS FIRST..done!**

Now its your turn..

For your project, select two of the factors that seem relevant to you at this time and plan your “next steps”

**Do this on your own or with an elbow partner**

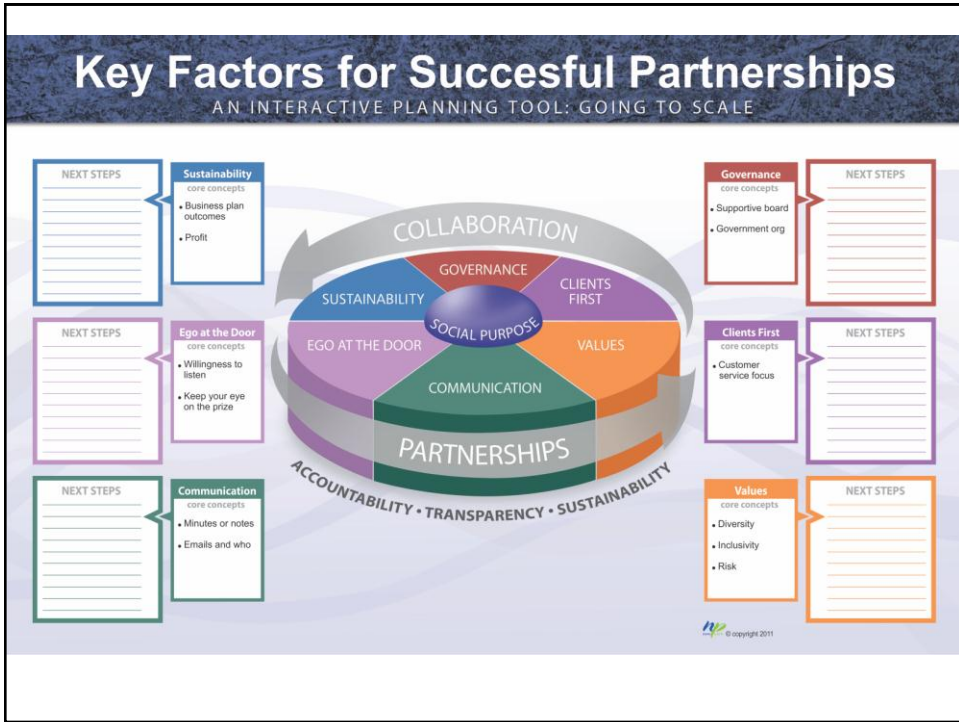



When you are finished we will review:

**Which factor seemed most challenging**


**&**

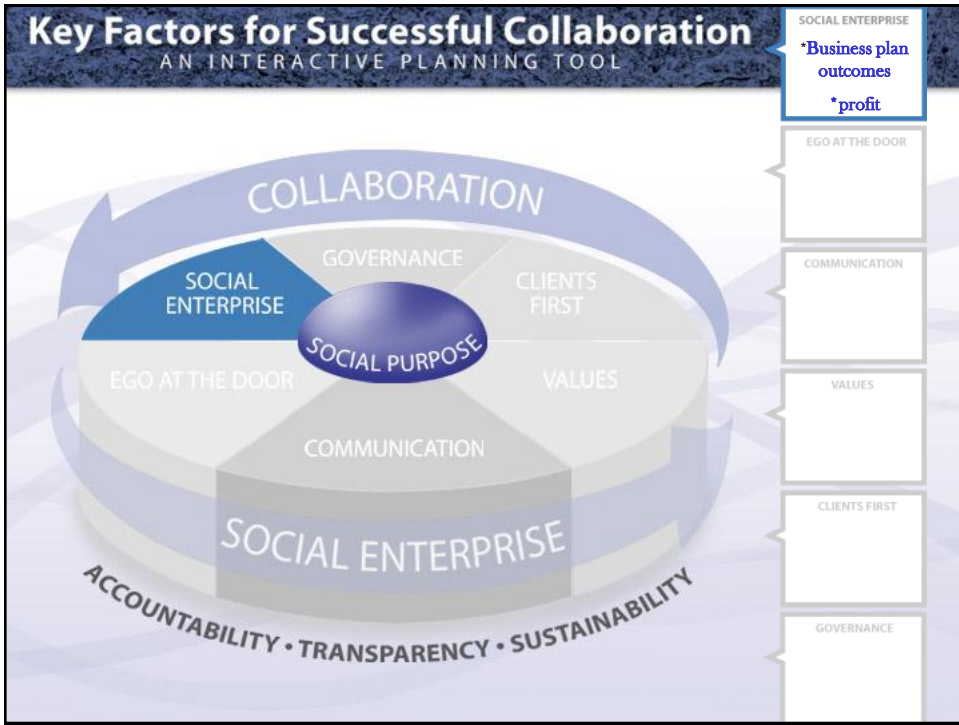
**Which factor seemed most achievable**

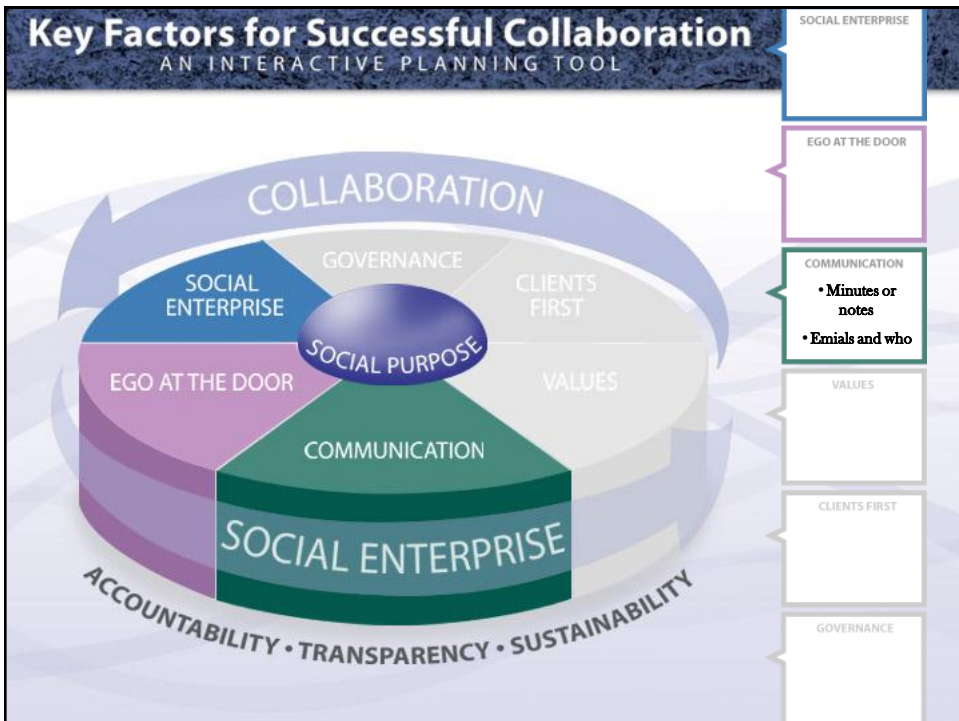
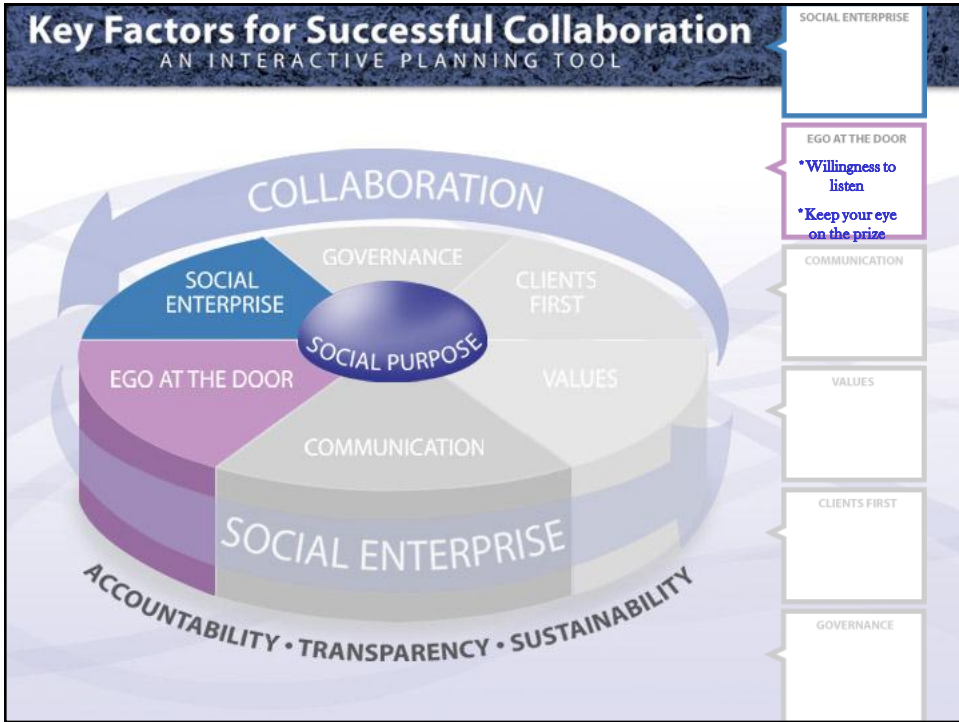


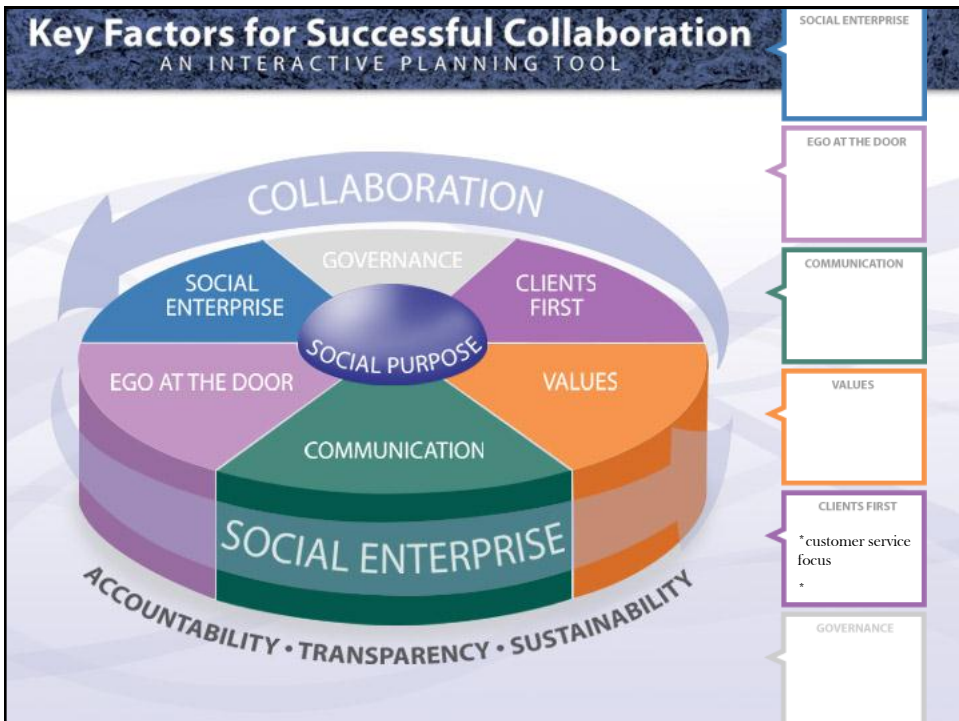
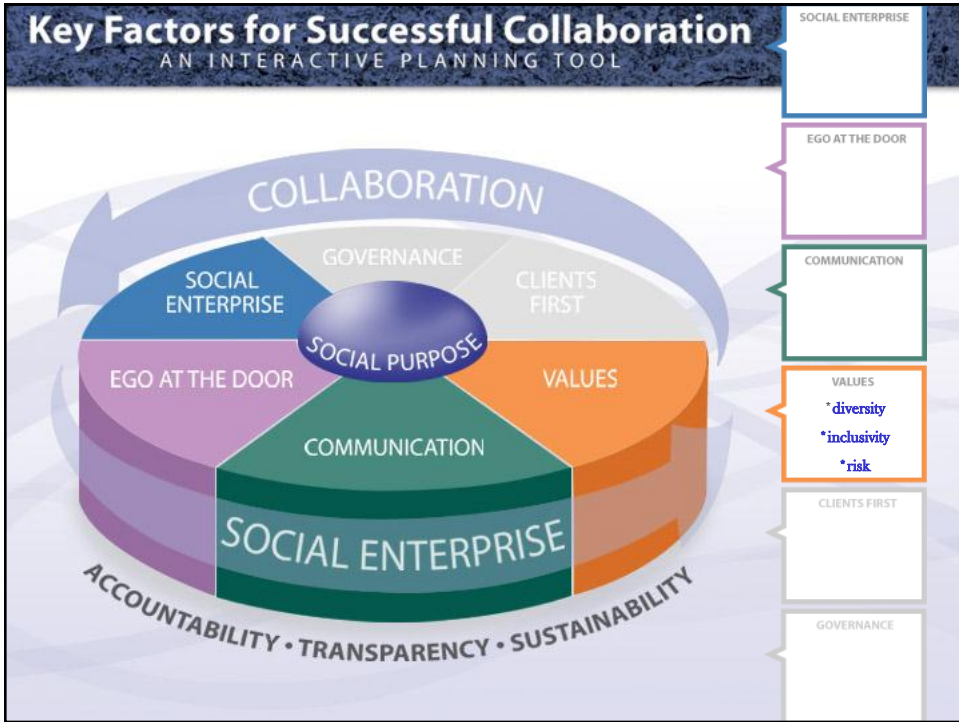


# ITS YOUR TURN AGAIN..











# Key Factors for Successful Partnerships

AN INTERACTIVE PLANNING TOOL: GOING TO SCALE

