



# 2010 SOUTHWEST CLUSTER CONFERENCE

MARCH 2-4, 2010

DALLAS, TEXAS

## *AmeriCorps Partnerships: Building your Partnership*

1. Identify your program's **need**.
2. List prospective programs/organization who could benefit from a **collaboration** with your AmeriCorps program and/or who has a specialization or expertise in the area of need.
3. Identify **who** within the organization is the most appropriate person to approach. (this may be based on other connections or past relationships and/or focus area).
4. Make contact well in advance! – consider your timeline for this event/need. **When** will be the most appropriate time to contact this person? (the earlier the better – I suggest a call about 6 months out to gauge interest/initiate relationship with a scheduled follow-up call 3 months out).
5. Follow-up and give **credit** to the organization for their invaluable partnership! How will you do this? Be specific!