2021 SMP/SHIP National Conference
Virtual Meeting • Part Two–August 10-12, 2021

A Discussion on Building and Retaining Partnerships

Discussion Questions

- How do you discover and initiate new partnerships?
- Do you establish partner limitations/expectations?
- What do you do to assure that a partnership is a win/win for both parties?
- What do you do to foster and retain partners?
- What outcomes/measures do you use to gauge partnership success?
- When do you know if it is time to end a partnership?
- Does technology change how your partnerships function or may function moving forward?
- What are the differences between in-kind partnerships vs. paid partnerships?