

Leveraging Statewide and Community Partnerships for College and Career Success

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On Purpose Nonprofit Consulting
(Formerly United Way of Greater Atlanta)

GEAR UP: Cobb County Priority LLC

My Role...

- ▶ Connect GEAR Up Cobb County Priority LLC to United Way
- ▶ Connect GEAR Up Cobb County Priority LLC to any Cobb County organizations
- ▶ Be a voice of Cobb County community intelligence
- ▶ Volunteer with state and local activities

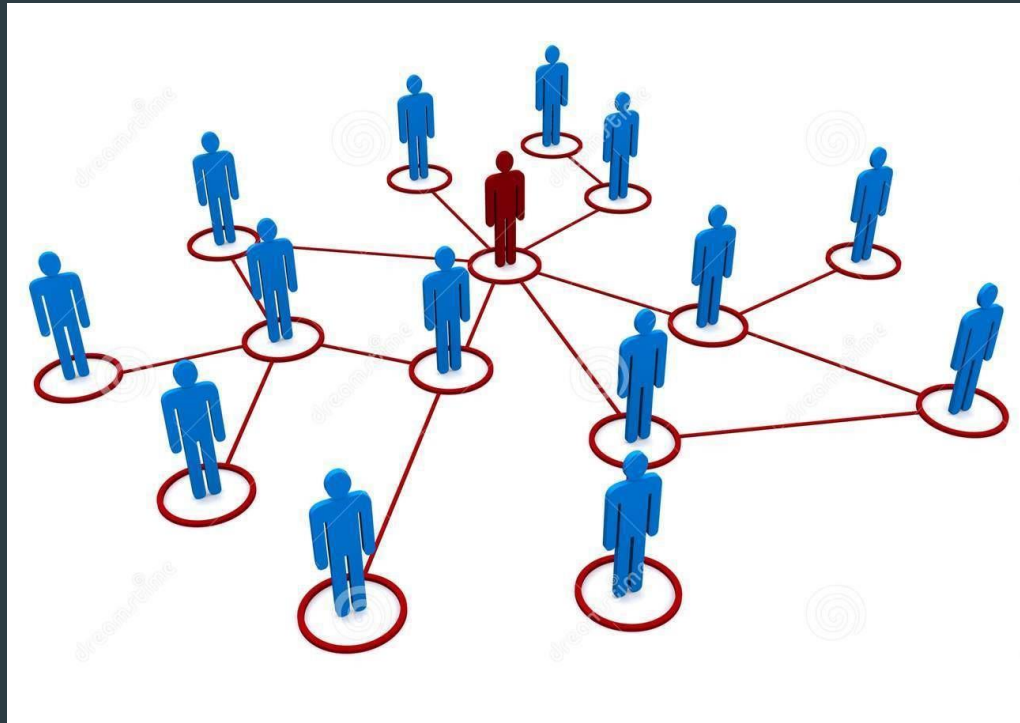
Support Provided...

- ▶ Thinktank sessions with the committee
- ▶ Connections to community resources
- ▶ Volunteerism

What are 2-3 areas in your current program that would be of value in a community partnership?

What are 2-3 areas in your current program that would benefit from a community partnership?

Who's in your network?



What resources are in your community?

- ▶ Local Colleges and Universities
- ▶ Trade programs through technical colleges
 - ▶ Automotive industry
 - ▶ HVAC
 - ▶ Welding
 - ▶ Plumbing
 - ▶ General Contracting
- ▶ “Construction Ready” through CEFGA.org
- ▶ Year Up - YearUp.org
- ▶ Community Collaboration Organizations
- ▶ Workforce Development Organizations
 - ▶ County Chamber of Commerce
 - ▶ School districts
- ▶ Corporations with a common Corporate Social Responsibility

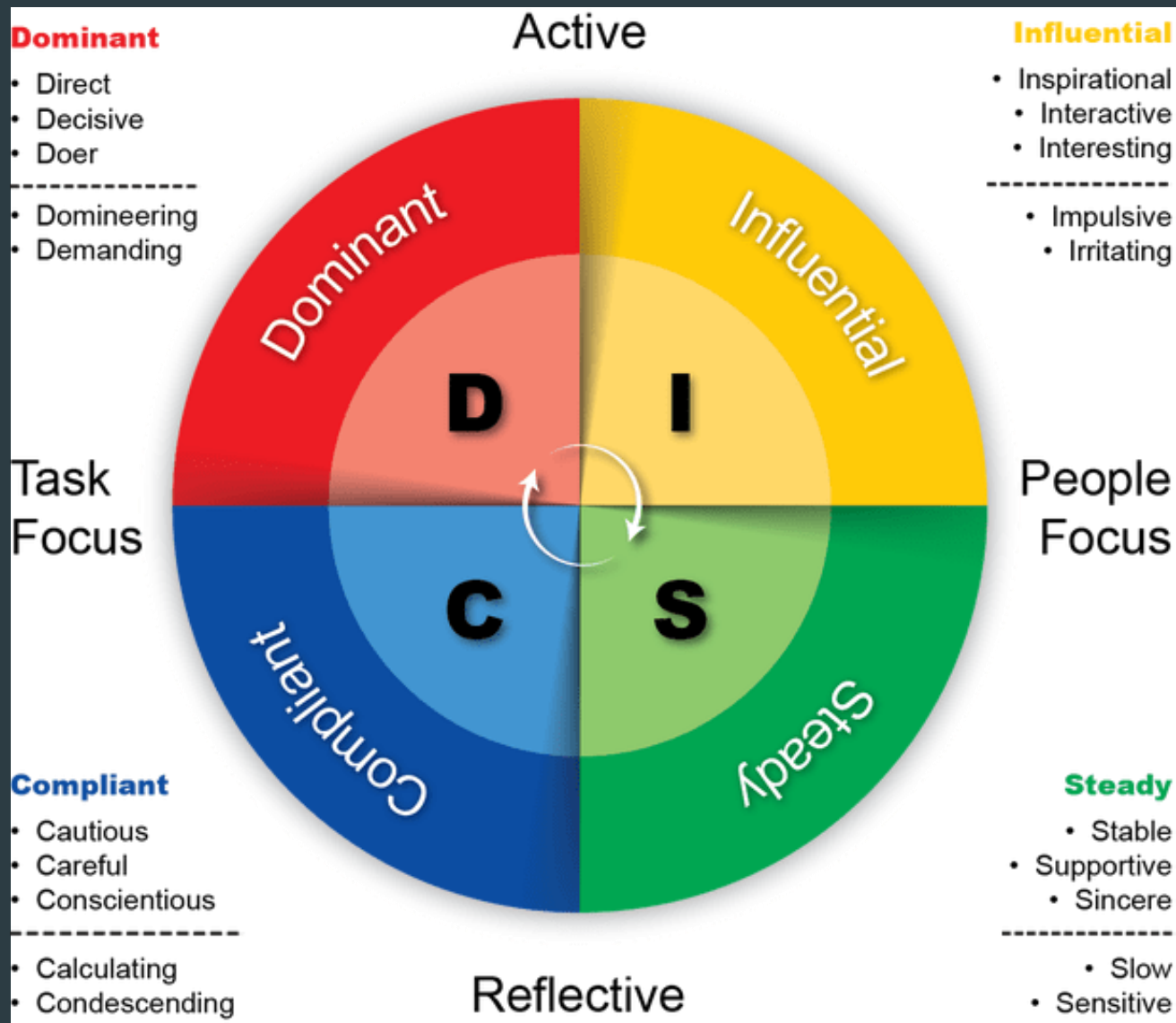


Take 2 minutes and write down 3-5 resources in your community.



Who's the best person on your team to explore and connect with your community resources?

- ▶ It may not be you!
- ▶ Know yourself...know your team!
- ▶ Extravert
- ▶ Outgoing
- ▶ Relationship Builder
- ▶ Authentic
- ▶ Personable
- ▶ Storyteller
- ▶ Able to make quick connections



**Personal DISCernment Inventory, The DISC Profile System:
An Instrument for Understanding Yourself and Others
TriaxiaPartners.com*

Who do you ask?



- ▶ Staff
- ▶ Board member
- ▶ Volunteer

Next Steps...

- ▶ Research the organization
- ▶ Identify a contact person at the organization
- ▶ Send an introduction email
 - ▶ Your name and position
 - ▶ Description of your organization with the website link
 - ▶ BE CONCISE!
 - ▶ Include that you'd like to explore how your organizations may be able to work together
 - ▶ Ask for a face-to-face meeting, when possible
- ▶ Make cold calls

At the meeting...

- ▶ Send in your “I” person to the initial meeting
- ▶ Everyone should introduce themselves and their organizations and programs
- ▶ Share data and impact stories
- ▶ Listen for opportunities for collaboration
- ▶ If there is a synergy, agree to take meeting notes back to the team for discussion of next steps
- ▶ In a **TIMELY** manner, reconnect with your new contact to set a follow up meeting with the both teams
 - ▶ collaborate on how both organizations can work together...what does it look like?
 - ▶ add value to each other’s programs
- ▶ Don’t forget the MOU? (Memorandum of Understanding)



Best Practices...

- ▶ Connect and explore your network
- ▶ Explore community collaboratives, workforce development organizations, and colleges and universities
- ▶ Identify the “I” teammate to create and build community relationships
- ▶ Send a warm introductory email or phone call
- ▶ Request a meeting, face to face if possible
- ▶ At the meeting...
 - ▶ Everyone should introduce themselves and their respective programs
 - ▶ Share organizational data and impact stories
 - ▶ Determine if there is a synergy
 - ▶ Discuss next steps
 - ▶ Must be a mutual value added
 - ▶ Formalize the partnership with an MOU

Thank You!

Kelly Smith

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