



Partnership To Grow Service



“More Hands – Helping Others”





Session Objectives

- What are Partnerships?
- Why should we Partner or have Partnerships?
- Who could we partner with?
- Examples of Partnerships!
- Signs of Good Partnerships and signs for Caution!



What are Partnerships



From Google

- A Partnership is a relationship where two or more parties, having compatible goals, form an agreement to share the work, share the risk and share the results or proceeds.
- Partnership implies the sharing of decision-making, risks, power, benefits and burdens. It should add value to each partner's respective services, products or situations.
- In partnerships there is give and take.



LCI Definition

What is a Partnership

- A Group of organisations that share a common interest and agree to work together towards a common goal



Why should we partner with another organisation?

- Complement your Clubs strengths and fill in capacity or skill gaps,
- Contribute additional assets and skills that improve your service projects,
- Act as a teammate in advocating for joint goals,



Why should we partner with another organisation?

- Partnerships offer a great way to increase your impact! When you work together effectively and communicate clearly, you will be able to achieve common goals that benefit your club, your partner and your community. A good partnership is a win-win relationship.



Who could we partner with?

- Non-governmental organisations (NGOs),
- Private businesses/corporations,
- Government agencies,



Examples of Partnerships

- Lions Clubs International
 - Johnson & Johnson Vision and Sight for Kids
- Australian Lions Childhood Cancer Foundation,
 - Garvan Institute
 - Leukemia Foundation
- Australian Lions Hearing Dogs
 - Specsavers Audio
- Local Clubs
 - Schools,
 - Councils
 - Sporting groups
 - Venues, i.e. Hotels



Examples of Partnerships

- Recycle for Sight
 - Australia Post
 - Optometrists
 - Clubs
- District C1 Fred's Van – Feeding those in need
 - St Vinnie's
 - Local Clubs
- District C1 Diabetes Screening
 - Diabetes SA, Project provided Diabetes screening to remote area of South Australia



Signs of a good Partner

- Shared goals and values,
- Expertise complementary to the partnership,
- Strong communication skills; responsive,
- Enthusiastic about Volunteerism/Service,
- Well organised and dependable,



Signs for Caution

- Misaligned goals and values,
- Unclear contributions to the partnership,
- Difficulty communicating; unresponsive,
- Lack of enthusiasm and motivation,
- Disorganised and inconsistent,



ACTIVITY 1

What do we want from a partner?

- The best way to get started is by determining what you want from a partner. The Lions and Leos Club & Community Needs Assessment (CCNA) can be a helpful tool in determining your community's needs and opportunities for service, as well as your club's strengths and areas for improvement. Use this resource as a first step, if needed.



Activity 2

Is your Club ready to approach a potential partner

- Choose one of the potential partners you identified in Activity 1,



Activity 3

How do we approach a potential Partner?

- Once you've considered your club's needs and identified a partnership opportunity that could improve your community impact, you'll want to make contact and begin a conversation.



In summary, why should we partner with another organisation?

- Complement your Clubs strengths and fill in capacity or skill gaps,
- Contribute additional assets and skills that improve your service projects,
- Act as a teammate in advocating for joint goals,
- Partnerships offer a great way to increase your impact! When you work together effectively and communicate clearly, you will be able to achieve common goals that benefit your club, your partner and your community. A good partnership is a win-win relationship.

Help spread the word about LIONS



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