

What kind of partnerships do programs have and what makes them successful?

Types of Partnership

- **School partnerships** can provide support with program promotion and referrals. School staff are critical partners for school based mentoring programs, and can provide crucial feedback for evaluation.
- **Local Government partnerships** (particularly with youth services teams) have proven very fruitful for many programs as an avenue for promotion, obtaining discounts for local recreational activities, cross referral, guest speakers at mentor training and other types of in kind support. You may also investigate whether your local governments has a Councillor's discretionary fund as a source of sponsorship.
- **Church and church coalition partnerships** can help with mentor recruitment and possibly fundraising assistance.
- **Local Emergency Services, such as Metropolitan Fire Brigade (MFB) or Victoria Police.** For example, the MFB has partnered with a youth mentoring program in the past, and benefits included matches between firefighters/MFB staff and young people, provision of funding and input into the development and implementation of the program.
- Many programs also work in strong partnership with a variety of referring agencies.

What makes these partnerships successful?

- A very clear memorandum of understanding (MoU) between the two organisations.
- A dedicated staff member in each organisation who deals with communication and issues.
- Clear guidelines about what you are asking from your partner organisations. There are many ways that organisations can assist, including making office space available, supporting mentor training, contributing to a mentor accreditation panel or sitting on the program reference group.
- Ensure the needs in your program align with those of the business you are approaching.
- Be persistent, and build a real relationship with the company/organisation.