

The Missing Piece to the Puzzle of Success



Galveston Independent School District (Texas)
Bob Brundrett, Ph.D. | bobbrundrett@gisd.org
512.965.1257

Real Partners = Real Success

How do you know if you have real partners? You will know by their actions...

- What do they do for the grant? The staff? The students?
- Are they available when needed?
- Do they get their “hands dirty” or watch from afar?
- Do they call or email ideas when they are aware of a need, a problem or an issue?

Where do you find them?

- Use all of your resources
- Make “cold calls” to businesses that do work in your pathways
- Use current partners to open doors
- Go to job fairs and economic development events
- Develop your 30-3-30 speeches...and be ready to use them whenever and wherever
- Attend meetings of (and try to become a member of) Workforce Advisory Committees Advisory through the community college
- Develop a solid, professional-looking marketing packet
- Don't be afraid to ask...

OK, I have them, how do I keep them?

- Communicate regularly with your partners
- Be willing to meet with partners on their turf
- When you ask for assistance, make sure there is a genuine need
- Be persistent (but gentle) when promises are made and are slow to come to fruition
- Share successes with other partners
- Become aware of peaks and valleys in the partner's work schedule
- Craft a solid Memorandum of Understanding with each partner
- Understand that you need your partners more than they need you...

What if I need more partners?

- Use all of your resources
- Make “cold calls” to businesses that do work in your pathways
- Use current partners to open doors
- Go to job fairs and economic development events
- Develop your 30-3-30 speeches...and be ready to use them whenever and wherever
- Attend meetings of (and try to become a member of) Workforce Advisory Committees Advisory through the community college
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Are written agreements (Memoranda of Understanding) useful? Necessary?

- YES!!!!
- Find a good template...use boilerplate language where possible
- Think of needs, wants, and wishes from your perspective and from your partner's perspective
- Do not include anything you don't want to have to do
- Do not list things that you don't need
- Create a draft of the language to share...it is a starting point for discussion
- Following the approval of the MOU, do updates through addenda
- Remember that an MOU is a contract