

## The Modules

### PLANNING YOUR PARTNERSHIP BUSINESS ARRANGEMENTS

**The Proposition** - starting with the idea, determine whether a partnership is the right model. Create a business case with your partners to make sure you have the same vision, understanding and goals right from the start. Use our templates to consider how the partnership will operate - avoid misunderstandings and hidden agendas as much as possible.

**Framing the Agreement** - following on from the Proposition, consider what you would like to discuss with your lawyers around your Agreement.

**Risk Management** - your chance to think about the risks and work together to reduce the likelihood or mitigate the impacts. Don't go into any venture without seriously considering the risks, however miniscule they seem at the time.

**Evaluating Success** - how will you know the partnership venture is working for each partner and the venture itself?

### PREPARING FOR CHANGE - RESOURCES AND PEOPLE

**Sharing Services** - If your partnership venture impacts on people, resources and systems, this model explores a multi-level systematic approach to streamlining your services.

**Managing Change** - use alongside the Sharing Services module to set up and use a change management plan to minimise disruption and objections, to get faster results.

### FOUNDATIONS FOR SUCCESSFUL LONG TERM PARTNERSHIPS

**Foundations of Collaborative Partnerships** - Get to know the Five Foundations that MUST be aligned for your partnerships to work. If one of these foundations is out of sync, the partnership venture could be in serious trouble. did you know there are different degrees of partnerships? Get to understand the dynamics of partnership relationships from networking through to full on mergers.

AT LEAST 50% of partnership ventures fail with the first 2-3 years. That's the official figure - the real figure could be a lot higher.

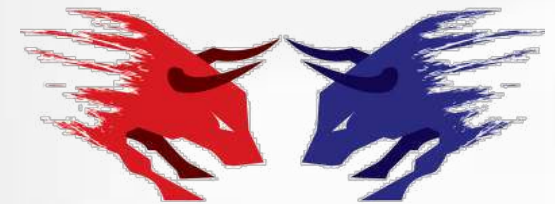


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# Start your own Partnership The Essential Partnerships Toolbox

The one-stop resource to build your business case and plan how your business partnership venture will work BEFORE you sign the agreement



*It Needn't Come to This*

[www.partnershipstoolbox.com](http://www.partnershipstoolbox.com)

You don't have to go far to hear about business partnership ventures that went wrong; stories of misunderstandings, hidden agendas, conflict, misappropriation or just not getting the right balance of skills in the first place. If only there was a resource to help plan how the partnership will work? together right at the start?

We took this feedback and developed a one-stop resource to build your business case and plan how your business partnership venture will work BEFORE you formalise the arrangement.

A resource that will help you plan ahead and potentially save hundreds of thousands, your friendships and your reputation!

#### WHAT IS IT?

**The Essential Partnerships TOOLBOX** is a system of processes, templates and checklists to get started straight away with your prospective partners to develop a business case and plan. If you have resources (human or otherwise), the system includes a change management process for you to adapt to your needs. The system includes an option to upgrade to our premium packages to assist you with developing your business case or change management plans.

#### WHAT IS IT ABOUT?

This toolbox covers 9 steps to planning your business partnership:

- 1 Putting together a strong proposition for the need for a partnership venture
  - 2 Aligning a partnership to each business and coming up with A collaborative business case to work together
  - 3 Working out a plan for the partnership – including resources
  - 4 Things to consider for the agreement\*
  - 5 Planning to manage risks (before they manage you)
  - 6 What success looks like?
  - 7 If partners have staff and resources—a Plan for initiating and managing change; and
  - 8 How to go about merging systems and processes
  - 9 Working with partnership dynamics—what fundamentals must be in place for a partnership of any kind to work
- \* this resource is not intended to give legal advice. We leave that to your legal teams.

#### WHO'S IT FOR?

toolbox is universal which means it is useful no matter where in the world you are planning your prospective partnerships.

#### WHAT'S IN IT FOR ME?

Prevention is better than cure. By taking your time to work through the templates and checklists, you may be able to put in place measures to protect your IP, business and customer base in the event of something going wrong. You may even find that you are not really the right fit for each other.

## Sign Up Now

- 1 The Toolbox – The complete Partnerships Toolbox Program to download and start your planning today
- 2 Silver Service – Basic Partnerships Toolbox Program with 30 day personalised support
- 3 Facilitation - customised facilitated planning starts from \$7000

Sign up for:

- The Toolbox - \$1997
- Silver Service ( with support) - \$2,497
- Facilitated Service POA

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