



# **THINGS YOU DON'T THINK ABOUT WHEN LANDING A PARTNERSHIP**

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A decorative graphic on the left side of the slide. It features a central cluster of colorful gears in shades of red, blue, yellow, green, and orange. Surrounding this cluster are various geometric shapes: a purple circle at the top left, a green triangle at the top right, a green square at the bottom left, and an orange circle with blue dashed lines at the bottom center.

**IS YOUR ORGANISATION  
GEARED UP FOR WHAT IT  
TAKES TO BE A  
PARTNERSHIP FUNDED  
ORGANISATION?**



**OK SO YOU HAVE  
ANSWERED THOSE  
QUESTIONS...**



**COMPETITORS/EXCLUSIVITY  
- WHERE DO YOU STAND ON  
THIS?**



**REPORTING - WHAT  
CAN YOU DO? WHAT  
DO THEY NEED?**



# **INTERNAL VIEWS - BEYOND DUE DIL**



- TOP TAKEAWAYS:**
- 1. ESTABLISH UPFRONT WHAT YOUR ORG CAN OFFER PARTNERS**
  - 2. ASK THE RIGHT QUESTIONS EARLY**
  - 3. KNOW WHAT YOUR STANCE IS**



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