

The logo consists of a white speech bubble with rounded corners and a tail pointing towards the bottom-left. Inside the bubble, the word "results" is written in a bold, lowercase, red sans-serif font.

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**Building Community Partnerships to  
End Poverty**

**May 7, 2024**

# Learning Objectives



1. Understand why community partnership are essential to organizing and advocacy.
2. Learn about community mapping tool, create an action plan, and practice the conversations you'll have with potential partners.
3. Discover upcoming opportunities to engage with partner organizations in your community on RESULTS issues.
4. Outline next steps in working with partners to advance our advocacy on those issues.

# What is grassroots organizing?

# Grassroots Organizing



- Grassroots = People Powered (No people, no power)
- Provide more people with the skills needed to move us toward the world we want to see.
- Key to build movement of engaged constituents, especially constituents with lived experience of the issues we advocate on.
- Sustains our health (both organizationally and within our groups).

# Why do we partner?

# Why do we partner?

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- Issues > individual, group, organization
- Helps to complete gaps in knowledge or resources.
- Expands our impact!

# What does an effective partnership look like?



1. Shared values.
2. Good communication.
3. Not transactional.

# Organizational Partners





# Where we have potential to build partnerships...



- Global Allies Program: Partners Ending Poverty with RESULTS (National Peace Corps Association)
- Together Women Rise Advocacy Chapter

If you are interested in connecting with a local chapter of these two organizational partners, feel free to reach out to me ([kbury@results.org](mailto:kbury@results.org)).

# **Example from RESULTS Volunteer** *Lynne Patalano*

# Community & Partnership Mapping Tool

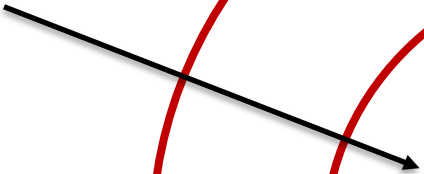
# Community & Partnership Mapping Tool



Three primary areas:

1. The issue
2. Who cares about it or is affected by the issue?
3. How are we connected to those who care about or affected by it?

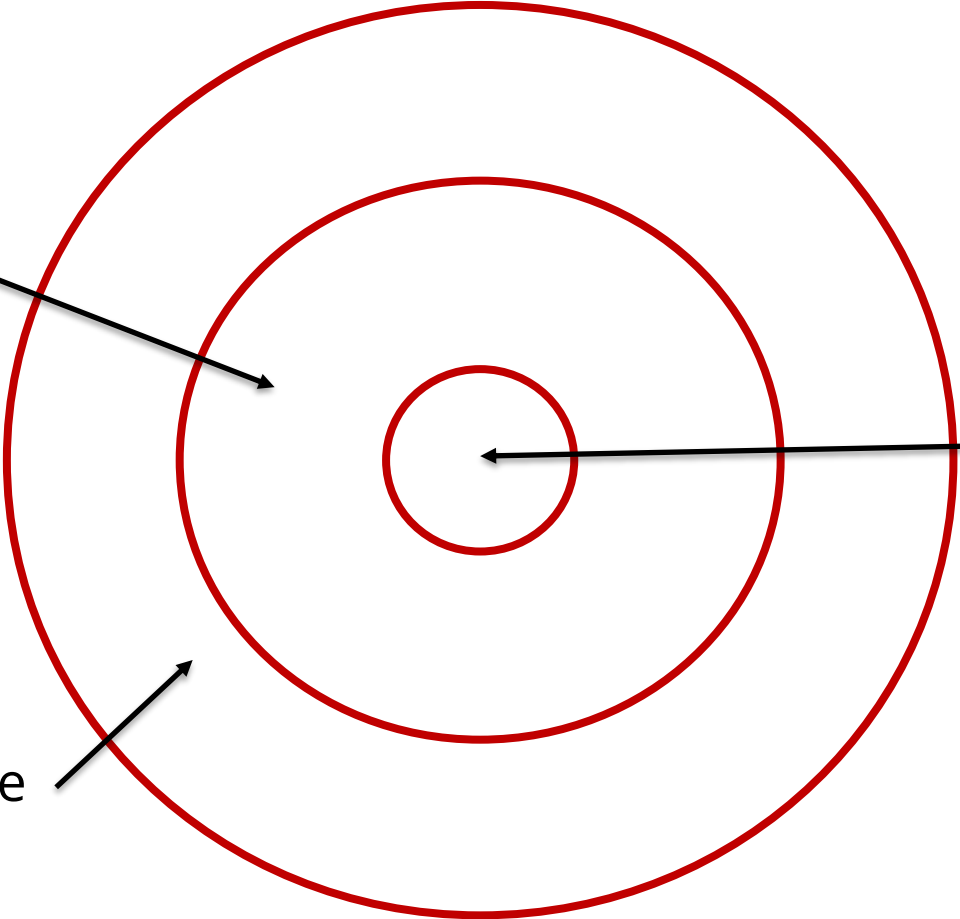
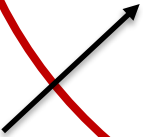
Who cares  
about the  
issue?



The Issue



How are we  
connected to those  
who care about  
the issue?



**the  
Issue**

**Food  
Insecurity**

# Food Insecurity

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Who covers it in the media?

Who studies it?

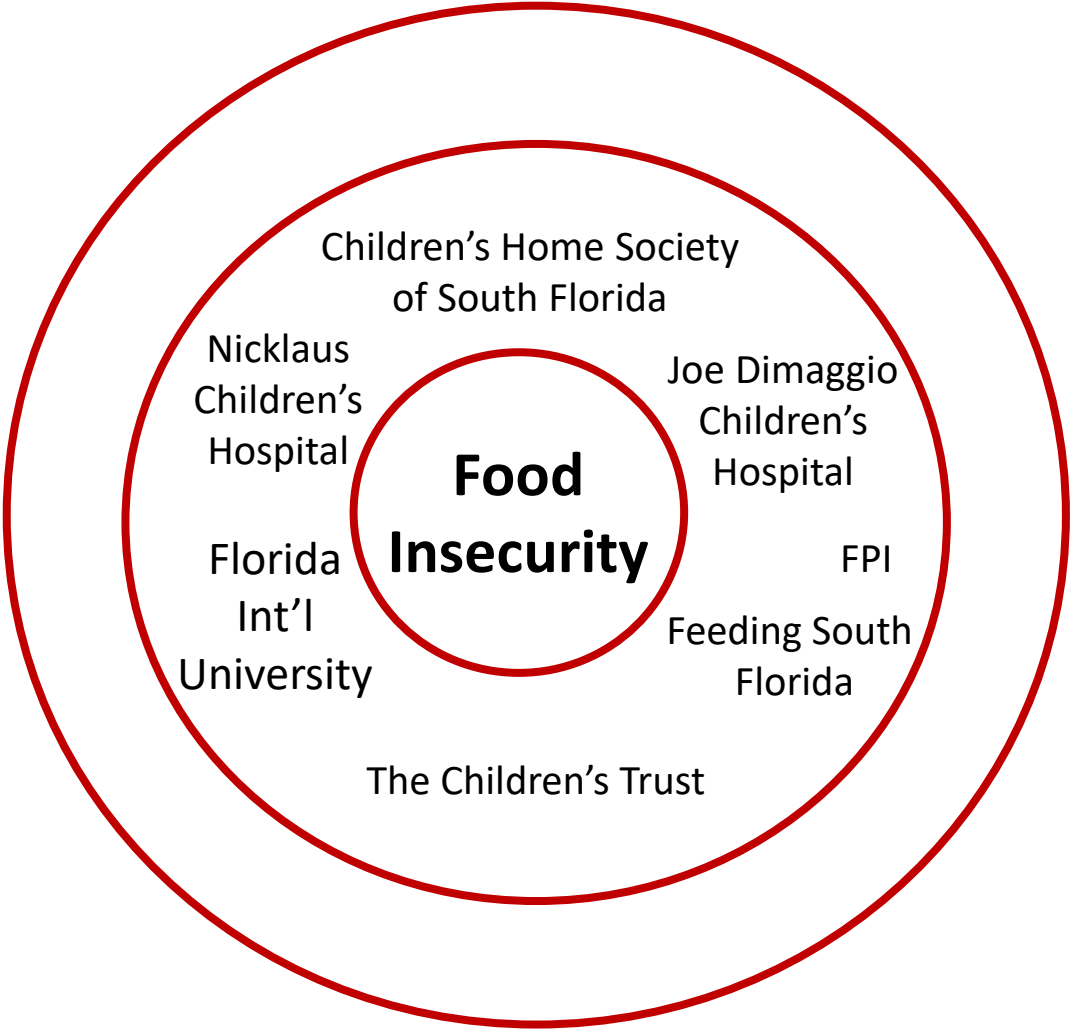
Who experiences it?  
**And how am I including them in working on the solution?**

Who in your local (or state) government works on this issue?

Businesses, non-profits, educational institutions, foundations?







# How are we connected....?



Work connections?

Neighborhood  
connections?

Connections in your  
faith community?

Other volunteer or  
social organizations?

2020 Fellow knows staff at Children's Trust



Partners in Health  
Women's Group

Nicklaus Children's Hospital

Joe Dimaggio Children's Hospital

**Food Insecurity**

FIU Medical School

FL Policy institute

The Children's Trust

Feeding South Florida

Josiane is a volunteer



**How are we connected ?**



2022 Fellow worked at FPI



UM Alumni, hosts volunteer events at Feeding South FL



Dr. Perodin, former colleague





**Take 2 minutes to start step  
one of the mapping tool!**

# What's next?

- Be inspired! Think about connections you can make in your community. Complete the map at your next group meeting.
- Share ideas on how to work with potential partnerships.
- Outline what the first steps could look like:
  - Who will contact whom? When?
  - What will you work on together?
  - **What will the conversation sound like?**

**What does the conversation  
sound like?**

# How do you have effective one-on-one conversation?



1. Attention
2. Interest
3. Exploration
4. Exchange
5. Commitment

# How do you have effective one-on-one conversation?

1. **Attention** - What's grabbed your attention about this individual or organization?
2. **Interest** - You have made some assumptions about the person, this is where you will prove and dispel these assumptions.
3. **Exploration** - Asking good, open, questions to learn more about them, dig in deeper to understand what they value



# How do you have effective one-on-one conversation?

- 4. Exchange** - Once we have established shared values we can continue our exchange, what can we offer - insight, information, opportunities?
- 5. Commitment** - Make an ask, and be specific!

# Examples of 1:1 Conversations

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**Version 1: “Bad” model, off topic and no ask**

# Examples of 1:1 Conversations

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**Version 2: “Bad” model, closed the door!**

# Examples of 1:1 Conversations

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**Version 3: “Good” model, clear with a specific ask**

# Practice your 1:1 Conversations

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1. Roleplaying pairs: 1 RESULTS volunteer, and 1 potential partner
2. Try to have a 1:1 outlined with the 5 steps, keep to about 3 - 5 mins, then switch roles.
3. *Don't always say yes immediately*, think about some responses you've received - change it up! There could be a variety of responses to an invitation – a “no” can be “not a good fit” or “not yet.”
4. Take a moment to debrief before we return to the main room!

# Time to breakout!

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# Practice your 1:1 conversations!

# Next steps for you and your group!

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- 1. Complete your community & partnership map.** Work with your group, do further research, and explore local organizations whose issues intersect.
- 2. Practice.** Continue practicing your one-on-one conversations.
- 3. Review resources.** Check out the guides to help plan your June Community Actions and explore additional resources on the RESULTS website under “Engaging the Community.”

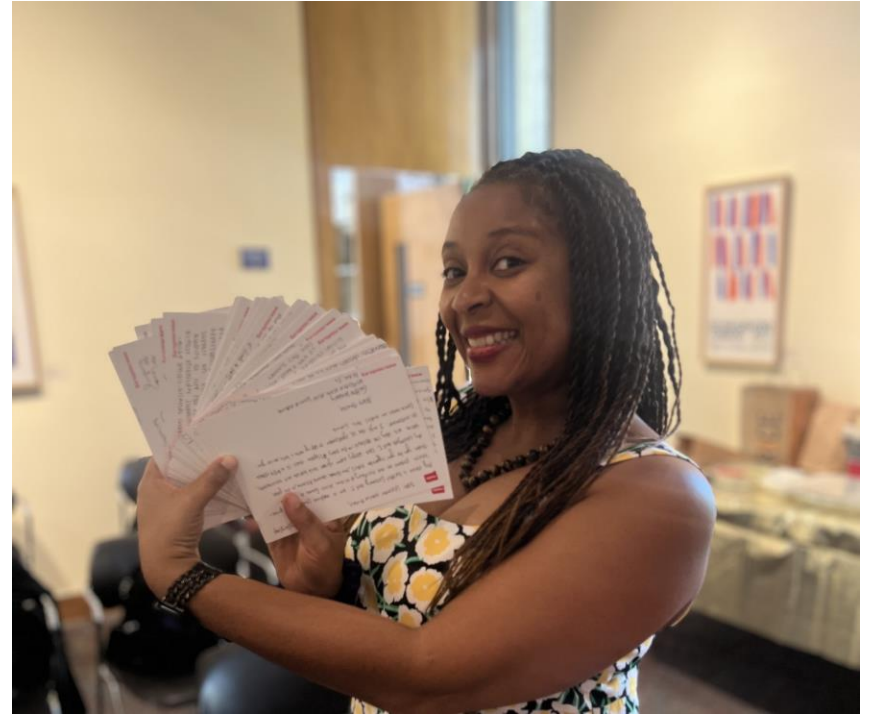
# Need additional support? Contact me!

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# Additional Outreach Resources:

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- [June Community Action Discussion & Inspiration Guide](#)
- [June Community Action “How To” Guide](#)
- [June Action Sheet](#)
- [Community & Partnership Mapping Tool](#)
- [Outreach and Partnerships Guide](#)
- [Outreach How To's](#)
- [Resource guide for planning in-person events](#)  
(Updated March 2024)

**Thank you!**

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