Pursuing Partnership Possibilities:
Making the Right Connections to Maximize Your Grant Funds

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What Is This Session About?
The Problem:

The Solution:

Step 1: Identification

Ask yourself:

- What people/companies/organizations can help you to achieve your goals?
- Who are the stakeholders in your community that are or should be invested in your students?

**ACTION ITEM**
Step 2: Mental Preparation

Step 3: Approach

- Don't be afraid or too proud to ask for what you want!
- Tell your GEAR UP story to anyone who will listen, and eventually people will start telling your story for you!
- Make connections: Conferences, Workshops, Networking
- Use your resources!

Step 3: Approach (continued)

Ask yourself:

- How can I engage my community to best share my GEAR UP story?

**Action Item**
Step 4: Creation

- Figure out what you want from the potential partner.
- Develop a mutually beneficial partnership agreement
  - What are you getting? What is the partner getting?
- Be clear about what you want/need! Transparency is a must!
- Put everything in writing (email is great for this) so there are no misunderstandings.

Step 4: Creation (continued)

Ideas for potential partnerships:

<table>
<thead>
<tr>
<th>Local colleges and universities:</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Students</td>
</tr>
<tr>
<td>• Pre-service educators</td>
</tr>
<tr>
<td>• Tutors</td>
</tr>
<tr>
<td>• Professors (STEAM programming)</td>
</tr>
<tr>
<td>• Different departments (technology, volunteers)</td>
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</tbody>
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<table>
<thead>
<tr>
<th>Other College Access Programs:</th>
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</thead>
<tbody>
<tr>
<td>• TRIO/GEAR UP</td>
</tr>
<tr>
<td>• College visits</td>
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<tr>
<td>• Presentations</td>
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<tr>
<td>• Collaborations</td>
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<tr>
<td>• Busing</td>
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<tr>
<td>• Summer Camps/Trips</td>
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<tr>
<td>• Professional Development</td>
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</tbody>
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Companies/Corporations:
- Donations
- In-kind support
- Discounted services

Step 5: Maintenance

- No egos allowed!
- Regular communication is a MUST!
- Everyone’s voice should be heard.
- Acknowledge differing work styles.
- Agree on non-negotiables and deal breakers.
- Give credit where credit is due.
So Now What?

Ask Yourself:

- What possible activities/initiatives can I propose to potential partners?
- What steps am I willing to take to pursue some beneficial partnerships?

**Action Item**

Just Do It!

Every dollar you save through partnerships is a dollar you can spend elsewhere to serve your students, so step out on a limb and pursue some partners!