

Building a Network of Community Partners



OBJECTIVES

At the end of this unit, participants will be able to:

- Understand strategic partnerships
- Learn how to develop and maintain partnerships
- Know the various types of partnerships
- Identify the types of resources that people with HIV might want and need



INSTRUCTIONS

1. Prior to the session, review PowerPoint slides and handouts. Prepare two flip chart sheets: 1. Successful partnerships and 2. Challenges with partnerships. Place sticky notes in two colors on the tables along with markers.
2. Welcome participants and review objectives (slide 2).
3. Review how to implement partnerships and types of partnerships, and ask participants for examples from their work (slides 3–8).
4. Facilitate brainstorming activity about how to build partnerships (slide 9).
5. Discuss building a resource toolkit (slide 10) and complete handout.
6. Wrap up. Ask if participants have any final questions or comments. Reference the handout on building community resources and a network plan. Ask volunteers to share something they learned that they would use in their work with partners.



Resources

Boston University School of Social Work. Center for Innovation in Social Work and Health. 2019. *A Guide to Implementing a Community Health Worker (CHW) Program in the Context of HIV Care*. Boston, MA, <https://ciswh.org/chw-impact-materials/>



Related C3 Roles

Building individual and community capacity, care coordination; case management and system navigation; cultural mediation among individuals, communities, and health and social service systems; advocating for individuals and communities; conducting outreach

Related C3 Skills

Capacity building, service coordination and navigation skills, advocacy skills, outreach skills, professional skills and conduct



Method(s) of Instruction

Lecture, small group activity, brainstorm

Facilitator's note: This session can also be conducted virtually as a webinar. It can easily be adapted if you have a platform such as Zoom or Skype and participants have access to a computer. If conducting as a webinar, allow 10 minutes to test the technology and aid participants in connecting.



Estimated time

60 minutes



Key Concepts

Community partners, community network, outreach, resources



Materials

- Computer with internet connection and projector
- PowerPoint slides
- Sticky notes, preferably in different colors (blue and yellow)
- Flip chart
- Markers

Handouts

- Building a Network of Community Resources and Partners

Building a Network of Community Partners

SLIDE 1

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SLIDE 2

Read the objectives.

Objectives

- Understand strategic partnerships
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SLIDE 3

Ask for a volunteer to read the slide.

What is a Partnership?

- A group of organizations working together for a common goal.
- A partnership is strategic when it provides your organization with the means and methods for advancing your mission.

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SLIDE 4

Read the steps to implementing partnerships.

Ask participants, "Would you add additional steps based on you experience?"

Write comments on the flip chart.

Steps to Implementing Partnerships

- Identify and engage the potential organization
- Establish a personal relationship and build trust
- Clarify your goals and the objectives each partner wants to accomplish
- Choose and implement a partnership that is mutually beneficial

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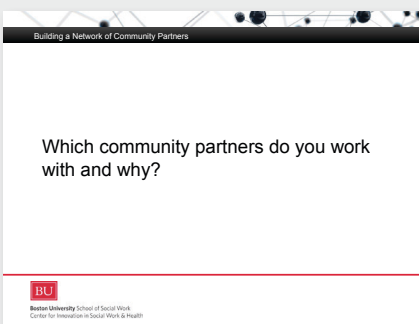
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SLIDE 5

Read the slide.

Ask participants if they have any examples to share from their work.



SLIDE 6

Ask participants the question on the slide.

Facilitate a brief discussion around the responses.



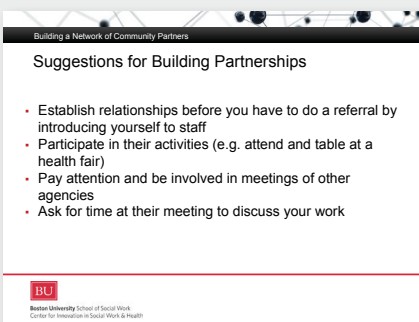
SLIDE 7

Ask participants the question on the slide.

Facilitate a brief discussion around the responses.

Share examples as needed:

- Applying for a grant together instead of competing as individual organizations.
- Strengthening communication between staff about client needs.



SLIDE 8

Talking points for this slide:

Be strategic: for example, different organizations can work together instead of competing for the same money.

Join forces with a community-based organization that may provide housing or medical care, that serves the same demographics and works towards same goals.

Form a contract of partnership—which organization will do what? For example, one organization provides housing and the partnering organization provide medical care (refer clients to one another).


How do you bring your supervisors into these discussions? It is the supervisor's and director's job to form relationships. CHWs make it happen, they are the feet on the ground. CHWs may start to do some of these things as their experience grows but not at the beginning. You will learn more as you go along.

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Building Partnerships Brainstorm


- On the yellow sticky note, write one example of successful collaboration you've had with another agency.
- On the blue sticky note, write a challenge you have faced when trying to collaborate with another agency.
- One at a time, each participant will come to the front and read and paste their sticky notes on the flipchart page.

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Creating a Resource Toolkit


- What are the kinds of resources someone living with HIV might want?
- What are some strategies to find out how to access these resources?

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References:

[Engaging Your Community: A Toolkit For Partnership, Collaboration, and Action](#)

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SLIDE 9

Ask participants:

- Who took the lead in this relationship and what part did they play?
- Are there new relationships for your agencies because of your work?
- Are there CHWs or navigators in your agencies who you've built relationships or collaborated with?

SLIDE 10

Ask the participants the questions on the slide.

Facilitate a brief discussion around the responses.

Distribute the handout: Building My Community Resources and Network Plan. Give participants 10 minutes to complete the form. Ask for volunteers to share their responses with the group. Review each question.

Invite participants to review the form with their supervisor at another time. Also, encourage them to use the community needs assessment in the implementation guide resource as a reference when assessing their community's strengths, needs, and resources.

SLIDE 11

Share the toolkit reference.

https://www.jsi.com/JSIInternet/Inc/Common/_download_pub.cfm?id=14333&lid=3

Building a Network of Community Resources and Partners

Participant name: _____

What resources in my community are important for my clients to access? Which organizations provide those resources? List resources and agencies:

What might be some barriers to helping clients access those resources?

How can I help clients address those barriers?

Which organizations do I already have relationships with?

Which organizations do I need to build relationships with? How will I reach out to them? Is there someone who can connect me with their staff?

What types of support do I need from my agency in order to build relationships with these community partners?

Acknowledgements

This curricula draws from and is adapted from other training curricula for peer educators and community health workers, such as the Building Blocks to Peer Success (<https://ciswh.org/resources/HIV-peer-training-toolkit>) and the Community Capacitation Center, Multnomah County Health Department (<https://multco.us/health/community-health/community-capacitation-center>)

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