

Week 9 Focus – Partnerships

Focus Question: Who can help you in making your vision a reality?

DESCRIPTION

As a solopreneur, or virtual worker, we cannot go it alone all the time. Leaning into different types of partnerships – long term and short term, helps us get things done, expand our base, and possibly move into new areas.

Partnerships can take several different forms. From Joint Ventures, to Co-Facilitation, to Collaboration, to Co-Coaching. What are the different partnerships you engage in?

RESEARCH/STORY

Key ingredients which make partnerships include skills in the areas of:

- Trust
- Candor
- Connection
- Self-awareness
- Working Across Differences
- Relationship Development
- Other

Taking time to be in dialogue about relationships and partnerships is critical for success. These conversations need to start well in advance as you start to design and develop your common ground and shared agreements

ACTIVITY

As you think about your year and the most important goals you have, make a list of the people who can help you. If you have not yet completed the Top 20 List in the workbook, do that now.

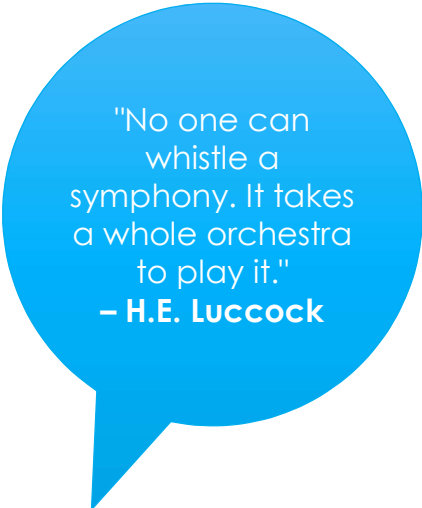
Synergies with others –

There are many times when we want to synergize with others in terms of a focus. As coaches, this might include co-facilitation, joint ventures or others.

What are the key elements to help you as a business synergize?

Questions to ask yourself:

- What do you want to get out of the collaboration?
- What would be useful to focus on?
- What are you bringing to the collaboration?
- What is the line in the sand in terms of where it is your materials?
- Where are other opportunities to collaborate?
- How will you offer feedback to each other?



"No one can whistle a symphony. It takes a whole orchestra to play it."

– H.E. Luccock

CONNECTION TO THE WORKBOOK AND PLANNER

There are many touchpoints with the Planner and Workbook including:

Collaboration (pages 49 – 53 – CBB or pages 53- 56 – PDT)

Top 20 List in the workbook (page 83 – CBB or page 87 – PDT)

Phases of Partnering and Co-Facilitation Journey – pages 90 – 92 (CBB) and 92 – 94 (PDT)