

INNU GRANTEE annual conference

MAY 23-24, 2023
DES MOINES, IOWA

PARTNERSHIPS!

"Older adults are **NOT** just numbers."



PARTNERSHIPS
move communities
FORWARD

FUNDRAISING:

is it the **ACTIVITY** or the **RESULT?**



"SUSTAINABILITY is an ONGOING activity."
-Trace Hoekstra

SUSTAINABILITY is an OPPORTUNITY for OPERATIONAL EXCELLENCE and COMPETITIVE ADVANTAGE.



ON-RAMPS to SUSTAINABILITY

ENTREPRENEURIAL MINDSET CHARACTERISTICS:

- Take initiative
- adapt to change
- see challenges as opportunities
- find creative solutions
- think outside the box
- comfortable with risk

NON-MONETARY NEEDS FOR SUSTAINABILITY
PARTNERSHIPS PEOPLE VOLUNTEERS POLICY TRUST OUTCOMES

the PROGRAM ECOSYSTEM

- Do good work
- Document impact
- Share outcomes
- Fund good work

DISRUPTIVE CHANGE:

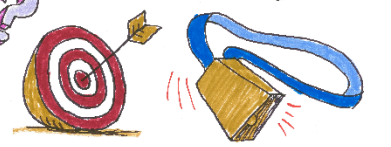
MAJOR TRANSFORMATION THAT TAKES PLACE WITHIN AN ORGANIZATION OR INDUSTRY



failure = FIRST ATTEMPT AT LEARNING

CHANGE can be triggered by a number of different factors

"KEEP ASKING WHY NOT?"
-Darcy Swan



POTENTIAL BREAKDOWNS:

- No communications plan
- Not communicating outcomes
- Gaps
- Technical assistance orgs

PARTNERSHIP KEYS to support funder engagement

- 1 KNOW YOUR GOAL + THEIRS
- 2 CONNECT WITHOUT REQUESTING MONEY
- 3 ASK GOOD QUESTIONS

PARTNERSHIPS are FUNDAMENTAL for the ability to DO GOOD WORK.

RELATIONSHIPS are the ORIGINAL CURRENCY

SPEED NETWORKING



#INNU2023

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