

Procedure to Help Network and Create Partnerships with Businesses



STEPS

- Determine the business focus your members are most focused on or that could benefit your growth best
- Reach out to the company that best fits your chapter. This can be done through email, a contact box form on their site, or a simple call. Make sure all contact is approved by your adviser.
- Now that you've caught their attention through an introduction, make a proposal on how you can partner together. Be organized and come with a plan, but don't over complicate anything.
- Start slow and work on the agreed plan. Little by little, incorporate more aspects and activities into your chapters agenda.
- Enjoy your successes and continue to grow your partnership!

TIPS

- Make sure all communication remains polite and business professional.
- Start with one partnership. Once you are in a balanced and steady routine you may be able to reach out for an additional partnership (with the approval of an adviser)
- Determine what you would want out of the partnership prior to contacting a business. You must also remain flexible to what they are willing to do.