

A Framework for Developing Restorative Practices Partnerships

Identify goal(s), target population and beneficiaries of your work

- What are the problems you want to address?
- What are you trying to accomplish?
- Who is your target population? Or whom do you want to serve?
- Who will benefit from your work?

Identify resources necessary to reach goals

- Who will deliver services?
- Who will refer/provide access to service population?
- What physical and technological resources are necessary?
- What permissions are necessary?
- What political or public supports do you need?
- What funding is required?

Identify possible supporters and partners:

- Who else works with the same population?
- Who has an interest in the population?
- Who identifies with your goals?
- Explore possible supporters broadly; consider multiple agencies, groups, brainstorm who your work might affect.

Seek contacts within the above groups (those who work with or have an interest in the population you want to serve, and/or who may support your goals)

- Approach them to understand their goals and work.
- Ask lots of questions.
- Introduce your program idea and ask how it might relate to their work/interest.
- DON'T do a hard sell; focus on gathering information and beginning to develop a network.

Build your case

- Whose support is most critical for your work? (e.g. - funders, local governments, leadership in your institution or an external one, legislators, referral partners, etc.) – likely multiple individuals and agencies
- What's In It For Me? (WIIFM) – identify how your program may help them address their interests, both in terms of agency/group goals or mission and personal interests

- Clarify the type of support you are seeking from each agency, group or individual.
- Prepare talking points linking their interests to elements of your program.

Follow-up with previous and new contacts

- Present your goals within the WIIFM context.
- Present clear expectations of what you need from them moving forward.
- Be up front about a realistic timeframe (real change takes years – you will likely start with a pilot if it's a new program).
- Clarify next steps.

Create and implement a process to follow up regularly with supporters and partners

- Contacts may be individual or a committee may be formed.
- Regular communication should take place, with at least some of it face-to-face or video conference style to build relationships – the frequency will depend on your program needs, timeline and level of partner participation.
- Celebrate your accomplishments and thank your partners often.
- Be transparent with your partners about challenges facing the program and its goals.
- Ask for help when appropriate; people like to feel needed and important.
- Check in periodically to ensure your approach is still aligned with and meeting the needs of your partners' interests as well as your own needs.
- Praise your partners publicly when appropriate.

Organize the logistics

- Clarify the roles and expectations of each partner and how they will be tracked.
- Formal agreements may be explored such as a Memorandum of Understanding or Protocol for how the partners will divide roles and responsibilities, communicate and share information.
- Create and share forms necessary for your program partnership as needed (e.g. – referral forms, parent permission forms, outreach literature, evaluation data).