

Sustainability: Strategies for Success

Micro Business Lending:
A Landscape for the New Economy

October 29, 2012



Overview

Separate Realities

History

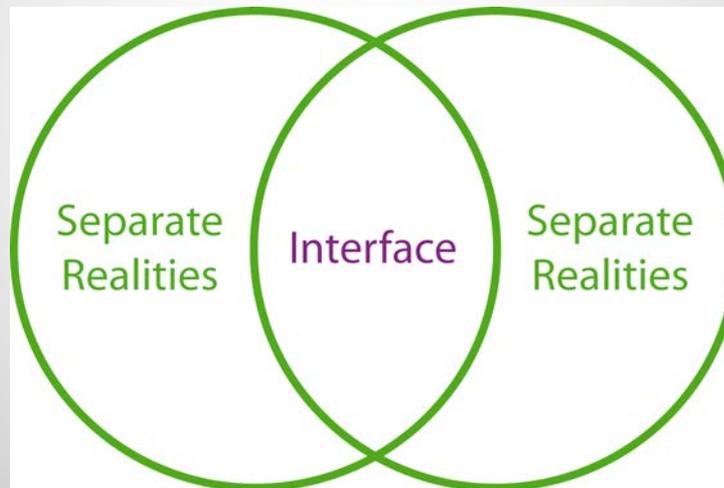
Culture

Mission

Organizational Structure

Decision Making

Accountability



Interface

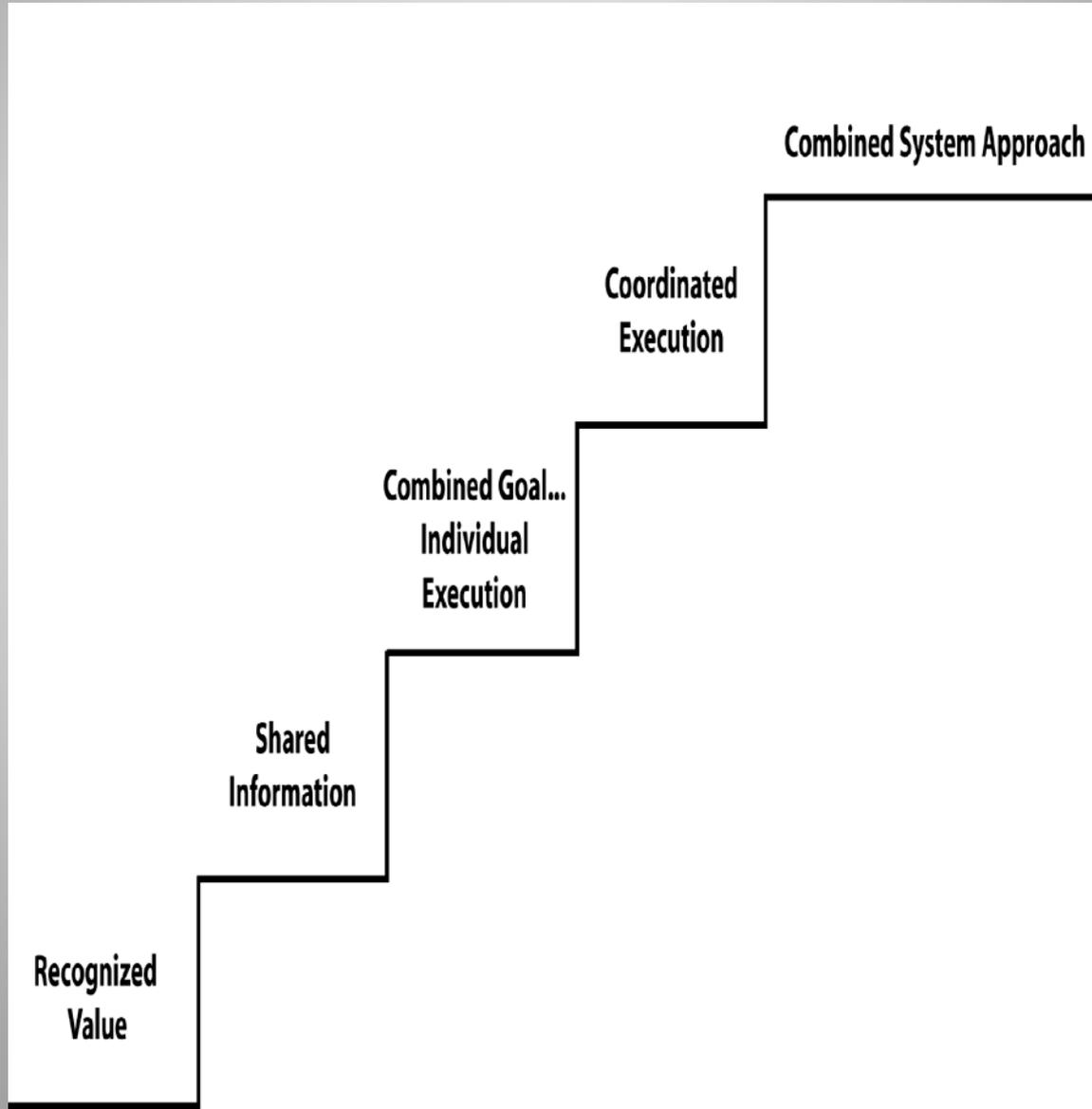
Common Partnership Mission

Shared Sense of Value

Why Partner?

- Grow bigger
- Increase the resource base
- Expand the scope of service
- Mandate
- Enhance Effectiveness
- Improve Efficiency
- Save Money
- Other?

Partnership Continuum



About the Relationship

ENVIRONMENT	<ul style="list-style-type: none">› Shared history
PARTNERS	<ul style="list-style-type: none">› Trust› Right people› Value collaboration
PROCESS	<ul style="list-style-type: none">› Participation› Roles and responsibilities› Healthy conflict› Accountability and evaluation
COMMUNICATION	<ul style="list-style-type: none">› Frequent, open
PURPOSE	<ul style="list-style-type: none">› Shared vision for the partnership
RESOURCES	<ul style="list-style-type: none">› Sufficient financial and human resources› Leadership is clear and focused

Building an Effective Partnership



Moving Forward...

What are my personal strengths that make me a great partner?

Where can I or my organization be a challenge to a partnership?

What do I commit to take action on in order to become a better partner?