**Chapter 3**

**Customizing the Partner Relationship**

**Overview**

After the foundation has been laid and community outreach is complete, it is necessary to customize the partner relationship to fit the needs of the school and the partner. All partner relationships are unique and should be customized accordingly.

**Steps**

* When new partners are identified, schedule a planning meeting
* Have individual conversations with partners to solidify the terms of the Partner Agreement
* Capture the terms of the agreement on the Partner Agreement
* Plan a “Signing Ceremony” to share the details of the partnership with staff.

**Chapter Contents**

* **Partner Activity Outcomes Sheet**
* **Partner Activity Benefits Sample**
* **Partner Agreement**
* **Signing Ceremony**