

Michigan Nonprofit Association's *Signature Series*
An Initiative of MNA's Metro Detroit Partnership

**WE CAN'T GO IT ALONE:
NONPROFIT STRATEGIC PARTNERSHIPS**

Wednesday, November 15, 2006
9:00 am – 3:30 pm

- ◆ Hear the benefits and challenges of strategic partnerships
- ◆ Identify market, competition, and competitive advantages
- ◆ Discover partnership options
- ◆ Determine advantages and disadvantages of merger, joint programming, administrative consolidation, management service organizations, and others
- ◆ Understand assessment, negotiation, and implementation/integration
- ◆ Develop a work plan

How do we achieve our goals and meet our missions in today's challenging environment? An important part of the answer is **Strategic Partnerships**. We must develop strategic partnerships with other organizations (nonprofit, public and for profit). These partnerships must be based on a clear **Strategy** for our organizations.

Presenter: Robert Harrington, Senior Manager, La Piana Associates.

Robert Harrington is a former nonprofit executive director with significant experience in nonprofit merger assessment, negotiations, implementation, organizational assessment and strategic planning. La Piana Associates is a management consulting firm headed by David La Piana, author of *Play to Win: The Nonprofit Guide to Competitive Strategy* and *The Nonprofit Mergers Handbook*. La Piana books will be available for purchase.

Registration: Michigan Nonprofit Association members \$99, not-yet members \$119

Location: Laurel Manor Center, 39000 Schoolcraft Road, Livonia
(*directions with confirmation*)

Sponsored by Michigan Nonprofit Association
Local co-sponsors include: City Connect Detroit, Detroit Executive Service Corps (DESC)
and Nonprofit Enterprise at Work (NEW)

To register on line or for more information, visit www.mnaonline.org/workshops.asp,
or call 517-492-2400, or email aking@mnaonline.org.