

Building Alliances: Strategic Partnerships as a Tool for Sustainability and Impact

September 11, 2026



Learning Objective

Participants will strengthen their capacity to consider collaborative partnerships as a strategic tool for sustainability and impact in an increasingly dynamic world.

Session Overview

The following content is based on La Piana Consulting's [two Nonprofit Mergers Workbooks — Part I: The Leader's Guide to Considering, Negotiating, and Executing a Merger](#); [Part II: Unifying the Organization after a Merger](#), and our [Merger & Alliance Toolkit](#), — publications and practical information which have been embraced as the “go to” resources for organizations pursuing strategic alliances.

Workshop Agenda

Time	Topic	Details
9:00 am	Welcome	Introductions, Overview, and Objectives <i>As you listen to each other's introductions, note how the programs and services each organization provides might also directly or indirectly benefit the individuals and communities you serve.</i>
9:15 am	The “Universe” of nonprofit alliances	▪ The Collaborative Map ▪ Motivations, Success Factors and Challenges ▪ Process & Outcomes
9:45 am	Forming & Maintaining Collaborations	▪ Consider your organization's partnership orientation/readiness ▪ Name your Gives & Gets ▪ Develop your criteria for potential collaborators ▪ Create an MOU
10:30 am	Break	Network / Recharge / Reflect
10:45 am	Gallery Walk and Matchmaking	▪ Consider the Gives & Gets Wall ▪ Practice initial conversations
11:15 am	Case Studies and Application	▪ Hear real-world examples ▪ How might any of these solutions and frameworks apply at your organization?
12:00 pm	Closing	Commitments, Observations, Learnings, Appreciations
12:30 pm	Adjourn for Lunch	Continue the conversations!

Pre-Work/Pre-Reads

Review the [session materials from last month](#) and bring your completed identity statement -- we will build on this work!

On the La Piana Consulting website, we have posted a number of helpful [blogs](#) related to nonprofit partnerships. **Choose at least 3 blogs to read before our session.**

- [Shared Strengths, Greater Impact: Imua's Partnership Approach](#)
- [Lessons Learned from a Nonprofit Asset Transfer](#): Insights for a Smooth Transition
- [It's a New Day for Mergers \(and Non-Merger Mergers\)](#) – The rise of a range of approaches to collaborative solutions
- [The Top 10 Questions We Hear About Mergers & Alliances](#)
- [Mergers from a Position of Strength: A Bold Opportunity for Today's Nonprofits](#)
- [Don't Be Late to the Party](#) – The case for proactive approaches to nonprofit merger
- [When Does It Make Sense to Talk Merger?](#)
- [How Funders Can Support Strategic Partnerships in a Time of Crisis](#)
- [Three Ways Boards Advance Strategic Partnerships](#)
- [What Our Founder Learned From His First Nonprofit Merger](#)
- [Bridging the Power Imbalance in Merger Negotiations](#)
- [The Human Side of Mergers: Nurturing Trust and Overcoming Resistance](#)
- [When Shared Vision is not Enough](#)
- [Unlikely Alliances: How Nonprofits Can Acquire For-Profits as a Strategic Option](#)
- [It Takes a Team: Launching Your Merger Successfully](#)