



AFSA & KIIKSTART 2019 MEMBERSHIP TRAINING OFFER



TOPIC 8

BUILDING SMART PARTNERSHIPS

Gain clarity about smart partnerships for your business, and how to establish and assess your partnerships to get better outcomes.

AFSA and KiiKstart are working together to bring members an exclusive opportunity to build their teams and business, not just now but into the future.

WHAT IS PROVIDED?

Facilitation and coaching via small team learning or via a one on one or two staff member approach. Each topic and module has been driven by the needs, skill gaps and opportunities of AFSA members.

WHAT PROBLEMS AND SKILLS GAPS ARE SOLVED?

Every business no matter how successful needs to really understand the smart process of collaboration and working with other businesses as part of growing into the future.

Too often we say we should collaborate but don't know how to undertake the first steps and make it a reality. This opportunity will provide you with the tactics and resources to make it a successful and enjoyable process.

Key modules include:

- ✓ Get focus and clarity around the ideal partnership for your business– where are the gaps and who can fulfil these?
- ✓ Assess any current partnerships and industry connections in terms of strategic value and long term growth.
- ✓ Identifying areas to add value to existing relationships – what do you need from an industry partner?
- ✓ Determine what value can your business add to it's existing partnerships that does not currently exist?
- ✓ Create a practical, but effective plan to manage the ongoing development of new partnerships and get better outcomes.

Bookings and Enquiries to

KIIKSTART PTY LTD

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***“THE ONLY THING WE KNOW ABOUT THE FUTURE IS THAT IT WILL BE DIFFERENT”
PETER DRUCKER***