

The Value and Necessity of Partnerships

IABH 2020 Annual Conference



The Freedom to Focus on Your Mission



What Is Your Role at Your Organization?

- Leadership
- Administration
- Quality Assurance/Compliance
- Program Director/ Manager
- DSP/ Front Line Staff



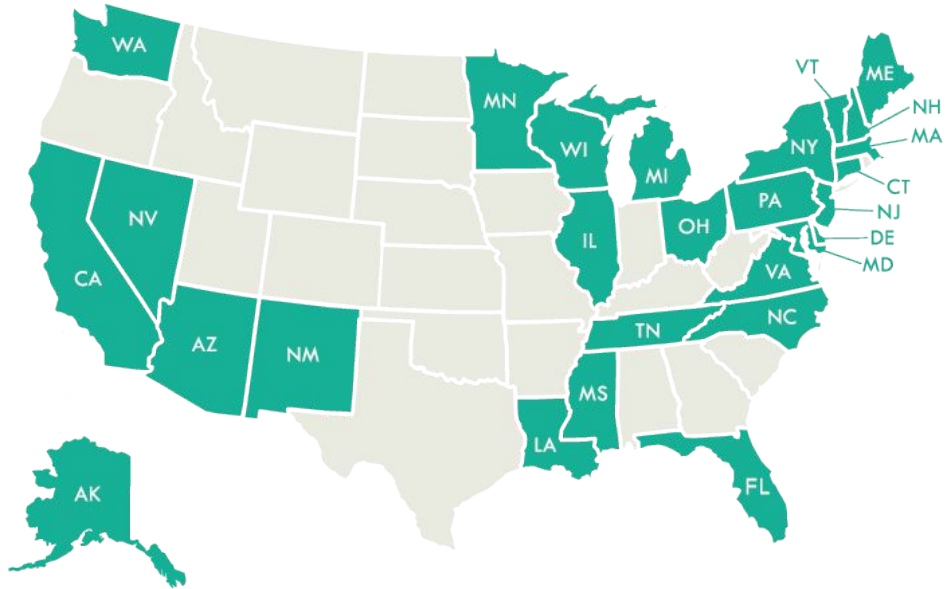
Agenda

- Introduction
 - Foothold Technology
 - Strategic Partnerships
- 3 Tips to Building Strong Partnerships
 - Win-win strategy
 - Trust is key
 - Stay involved
- Q&A



Transform the Way You Provide Care

27 STATES



& 2 TERRITORIES



x 1,139,170

INDIVIDUAL LIVES IMPACTED

OVER 1k

AGENCIES ACCESS AWARDS NATIONWIDE



OUR CLIENT AGENCIES HAVE AN AVERAGE OF 150 EMPLOYEES



x 10

Prioritizing Social Good



Our Partnerships

We have partnered with state and national associations to stay connected with the community of providers and to keep up with market trends. Here is a list of our current partnerships



Questions For You

- Who are you partnering with?
- Who should you be partnering with?



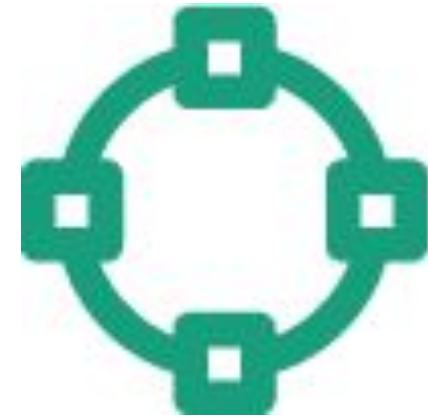
3 Tips for Building Strong Partnerships

- Develop a Targeted, Win-Win Strategy
- Develop Trust
- Stay Involved

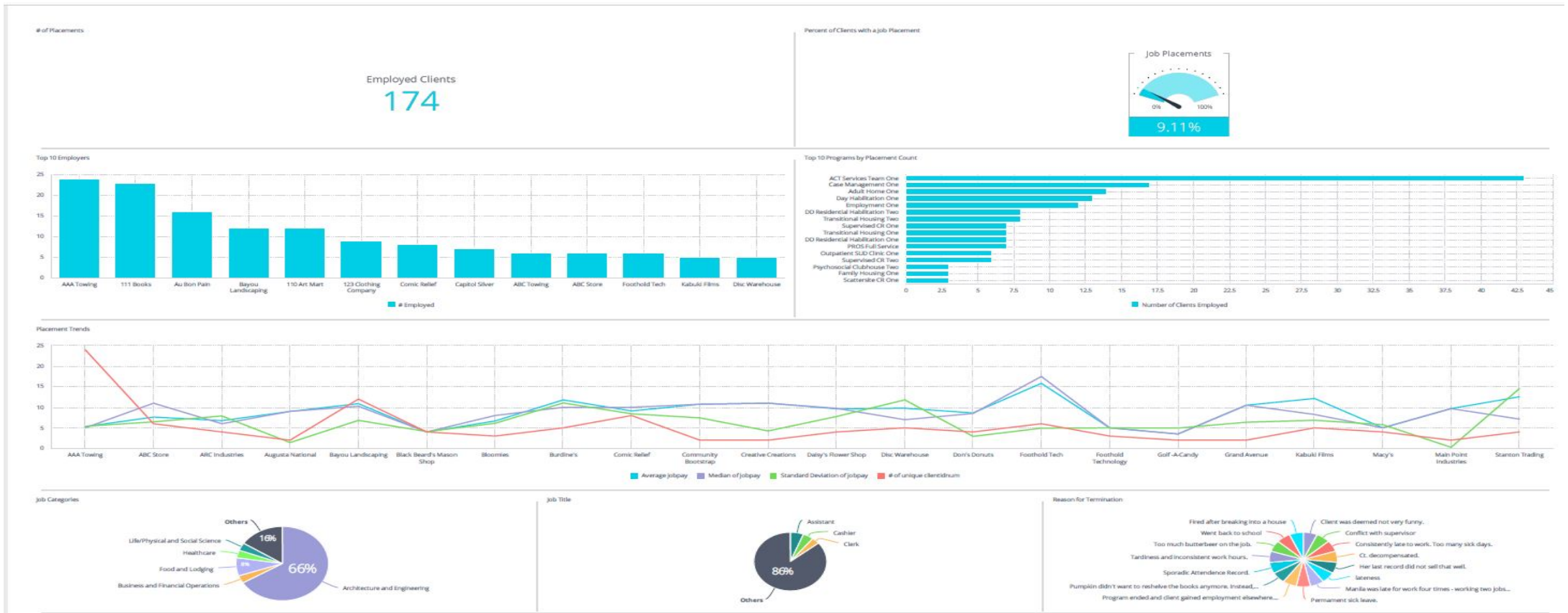


Win - Win Strategy

- The More Specific the Better
- Understand the Needs of Your Partner
- Know When to Move On



Employment Dashboard



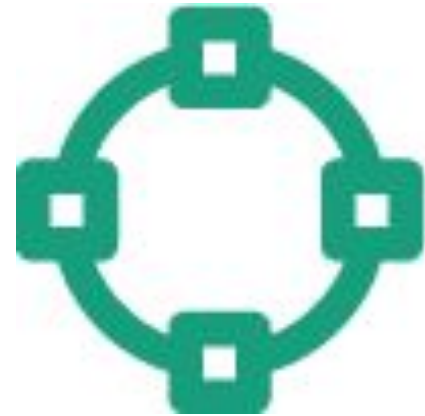
Develop Trust

- Follow-Through is Imperative
- Communication is Key



Stay Involved

- Transition From Transaction to Engagement
- Stay Connected
- Facilitate Engagement That Actually Creates Value

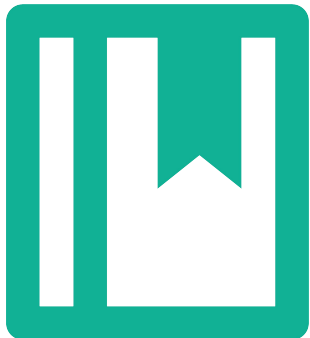


Initiatives



- **Project Expression**

An art contest series for service recipients commemorating our company's core values and displaying the extraordinary skills and abilities of those you support.



- **Social Enterprise Directory**

A centralized Social Enterprise Directory, highlighting providers' work and its impact, designed to be shared with your community and beyond.

Q&A



Contact Us



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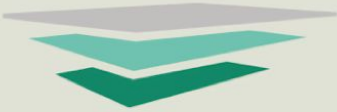


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