



As a free service, REACT's Partnering Minute is designed for leaders in the non-profit and business communities who are working in partnering efforts. The REACT Services team will attempt to paint the pictures of what is happening in the world of ministry collaboration through stories from the front lines, outlining best partnering practices, reviewing key current books, or highlighting case studies.

Please feel free to forward this Newsletter to anyone you think might benefit from this information.

Getting Better Results From Your Partnering

It is easily the question the REACT Services team gets the most often from non-profit organizational leaders, churches, and even business people: *How can we get more immediate results from our partnering efforts? We see the value of working with others, but we just seem to sometimes struggle with it.*

Though they are often difficult to implement, the fact is that there are four easy things to remember about getting better results from your partnering:

- 1) Results-oriented partnering takes time.** This is not what many want to hear. The global culture of the 21st century wants to see quick and quantifiable results, but the foundation of partnering is solid relationships built on trust – and those are not easily measured. And though we can sometimes *fast track* trust, we cannot *short cut* it (look for an upcoming Partnering Minute on this). Trust-based relationships take time, especially when trust might have been broken in some way.
- 2) There is no magic formula for results-oriented partnering.** All of us wish there was. It really comes down to attitude. Namely, what is our motivation for collaboration efforts? There is nothing wrong with asking and exploring what the benefits would be for your organization or business, but unless there is a true mutuality of benefit (which normally comes from listening to each other!), real results can be elusive. As our REACT Associate for Latin America, Jose de Dios of Wycliffe says, "Too often the temptation is to see partnering only as a means to an end, so we end up using others."
- 3) Results-oriented partnering takes intentionality.** Collaboration doesn't just happen because conversations do (though talking and listening is a good start!). As groups explore the partnering question, *What can we do together that we can't do by ourselves?*, we should look for those early wins and small successes that we can begin to build upon.
- 4) It rarely – if ever – works to force things.** This is the failure many have when they think that partnering (since it is so biblical) needs to happen and it has to happen NOW! However, timing is highly critical with collaboration success (see #1 above), as well as the needed understanding that as our friend John Pearson says, "When a horse is dead, it's best to dismount!" Gain a sense of what God might want to do and work on His timetable.

As the REACT team works to assist groups to work better together – especially in multi-organizational efforts – we are seeing growing success. However, almost all of them are ones in which these four elements are at the forefront of the thinking, planning and implementation of collaboration. We see the relational and spiritual nature of partnering the most critical to long-term results.

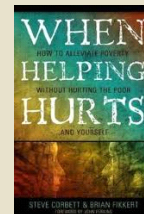
Please let us know how we might be able to serve you in your partnering. If you have any questions or ideas that might be helpful for a future Partnering Minute, drop us a note at: info@REACTServices.com.

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November's Book Recommendation



When Helping Hurts: How to Alleviate Poverty Without Hurting the Poor ... and Yourself, by Steve Corbett & Brian Fikkert

An exceptional, must-read resource that gives a real understanding of poverty, but does more than just tell you what not to do (a very helpful start!). *When Helping Hurts* does outline the challenges of dependency that has been created by much of current response to the poor, but then unpacks the concepts of sustainability and asset-based development which are critical mid- to long term approaches that can cause real change.

About the only flaw in the book is its lack of any major attention to real business development as a strategy for transforming communities. As some of us are saying about the old proverb about teaching a man to fish rather than just feeding him, "Yes, and if you help someone build a fishing business they have the opportunity to really impact their community!"

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