

Maximizing Partnerships

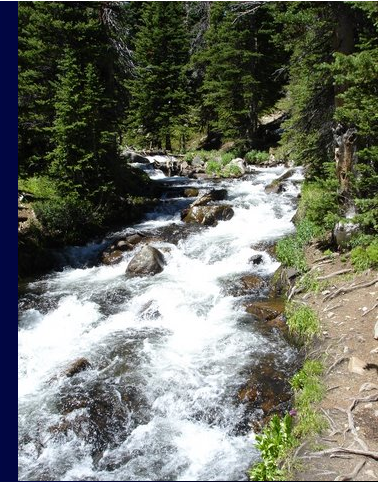


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Who? What? Where?

- Any partnership / relationship
- Leveraging what's on the table
- Any place where it makes sense to all partners



When ? Why?

- Anytime / anywhere
- Adding value to base relationship
 - Minimizing added cost
 - Strengthening relationship
 - Meeting needs



How? Creatively getting from A to B



- Identify needs
- Determine offerings
- Build win-win situations

How?



AzRC – Maximizing Public & Private Partnerships

Maximizing Partnerships

- Questions?
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