

## Defining Partnerships

Partnerships might be based on the following kinds of relationships:

- **Program Partners** are those with whom your organization might develop educational, promotional or developmental programs to further its Mission, expand the quality and scope of programs, and extend its reach to additional audiences.
- **Sponsor or Funding Partners** are those with whom your organization might develop relationships to provide funding for special projects to further specific parts of its Mission, such as facility development, public outreach, educational or informational activities, or preservation activities.
- **Training Partners** are those with whom your organization might develop programs for the professional development of its staff in the areas of museology, technical expertise, marketing, customer service, and other pertinent disciplines for the advancement of organizational capabilities.
- **Contracting Partners** are those with whom your organization might develop a fee for service relationship to provide quality products such as exhibits and educational programs, archaeological excavations, or historic preservation services.