

E-mentoring

1. Business Partners

Finding business partners can be a full time job in itself and it can also be very frustrating when you get no response from a 100 letters that you have sent.

There's no secret remedy to finding partners but there are things you can do to give yourself the best chance of finding one then securing a long term working relationship.

Finding a Partner

You probably want one of two things. The first is normally funding for something and secondly support in the form of a gift. Either way the best person to speak to isn't generally the "Big Boss" or the chairman or even the managing director.

Companies do want to help but sometimes schools can be quite vague in what they are after so be clear and precise in asking for help. If you need a thousand pounds then say that, don't waffle and be honest.

Lastly, the best person in any company to speak to is generally head of PR or Human Resources. The reason they have this job is because they have above all else great listening skills and if anyone in the company will listen to your plea then it will be them. Also, if they can't help then they will know who can.

Long Term Partnerships

Schools always want to have business partners but you must remember that a partnership works both ways and should always be seen this way. We have over 30 relationships with PLC's and national companies and we have kept them going for many years.

The key to a successful partnership is open and honest communication so that all the parties involved are aware of what is happening at all times.

As with any relationship we must always make sure we are all on the same hymn sheet at all times. If something can't happen for whatever reason let your partner know. Don't leave things until the last minute and then panic.

You must remember that if a company has organised staff to support you then they are giving their time which in turn carries a monetary value.

The best rule of thumb is to plan, if you don't your partnership will struggle.

If we can help further then please give Sean Leigh a call on 024 76 705 469