**ACTION PLAN**

**Remember your ABCs…Always Be Closing**

**Step 1:** Identify a Strategic Partner that you would like to form an alliance.

**Step 2:** What research will you do about your potential Strategic Partner?

**Step 3:** Who is your primary and secondary Strategic Partner contact?

**Step 4:** What strategy will you use to secure your Strategic Partner?

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| **CBO - Strategic Partner** | **Type of Research** | **Contacts** | **Strategy to Secure Partner** | **Secure Agreement** |
|  |  |  |  |  |
| **Youth Organization - Strategic Partner** | **Type of Research** | **Contacts** | **Strategy to Secure Partner** | **Secure Agreement** |
|  |  |  |  |  |
| **Small Business - Strategic Partner** | **Type of Research** | **Contacts** | **Strategy to Secure Partner** | **Secure Agreement** |
|  |  |  |  |  |
| **Large Corporation - Strategic Partner** | **Type of Research** | **Contacts** | **Strategy to Secure Partner** | **Secure Agreement** |
|  |  |  |  |  |
| **Government Agency - Strategic Partner** | **Type of Research** | **Contacts** | **Strategy to Secure Partner** | **Secure Agreement** |
|  |  |  |  |  |
| **Elected Official - Strategic Partner** | **Type of Research** | **Contacts** | **Strategy to Secure Partner** | **Secure Agreement** |
|  |  |  |  |  |

**Step 5:** How will you secure an agreement with your Strategic Partner?