



Partners in Purpose

The Power of Relationships

West Texas Rural Philanthropy Days

July 30, 2026

We mutually pledge to each other
our Lives, our Fortunes,
our sacred Honor.

National Museum and Center for Service

Meet & Greet

Name, Organization, Role

How are you feeling? **REALLY!**

What is bringing you **joy** today?

What does “**partners in purpose**” mean to you?



COLLABORATE

Engage • Share • Help • Partner
Communicate • Network • Consult • Interact

To **work jointly with another** to achieve a shared goal, **create something**, or solve a problem; **actively** sharing skills, ideas, and resources.

Types of Collaboration

Cooperation

Informal arrangements and relationships (e.g., information and resource sharing).

Coordination

More formal arrangements and relationships that focus on specific programs or projects (e.g., sharing staff, joint purchasing)

Strategic Partnership

Longer-term, formal arrangements and relationships with a shared mission (e.g., coalition, joint venture, fiscal sponsor)

Merger

Arrangement in which two organizations become a new entity.

PARTNER

Ally • Contributor • **Promoter** • Stakeholder
Supporter • **Participant** • Sponsor • **Collaborator**

A person, group, or entity **associated** with another in a **common endeavor**; an **equal, trusted collaborator**.

What does it mean to be
a **partner**? Are you a **good partner**?

What is your purpose? What does it
mean to be a “**partner in purpose**”?

How can we work **better together?**

What can **collaboration** look like?

Why is your work important? How does
the community benefit?

Framework for Collaboration

TRUTH

Communication & Connection

TRUST

Purpose & Power

TRANSPARENCY

Accountability & Assumptions



Be curious, not judgmental.

Ted Lasso

**What kind of partner are you? What is
your reputation?**

**How do you show up in the community?
Are you a “fixer” or a “partner”?**

What is your **biggest challenge**, issue,
or pressing need?

What is stopping **you** from meeting
this need **today**?

Capability vs. Capacity

What **can** you do?

What do you **want** to do?

What **level of engagement** is best at the time?





**What would happen if
people and organizations
were willing and able to
work together and
share resources (assets)?**

Everyone wants to live on top of the mountain, but all the happiness and growth occurs while you're climbing it.

Andy Rooney

Return on Investment
(ROI)



Return on Relationship
(ROR)

What are you **really trying
to accomplish?**

What is the **most important thing your
organization does?**

Competition vs. Co-opetition

What can we
do better together?

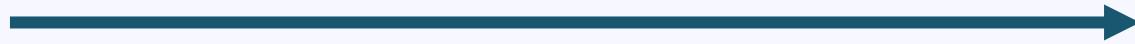


Who holds **power** in the relationship?

Why acknowledge **power dynamics**?

How do you **build trust** with partners and stakeholders? **In the community?**

Build relationships with stakeholders and strengthen your capacity to meet goals.



Collaboration moves at the speed of trust.



Success is a journey, not a destination. The doing is often more important than the outcome.

Arthur Ashe

Meet Expectations.

Challenge Assumptions.

Clarity is Kind.



How do you **document** the relationship?

Is documentation needed?

How do you measure success?

Measure impact?

Who have been your most **impactful partners** in the past? Why?

What do you expect from partners?
What do they expect from you?

What **assumptions** do you have? How do assumptions **influence** your actions?

What is your **organizational culture** - your values, beliefs, and practices?

What **barriers** exist in working together? How can you address them?

How will others **perceive** the collaboration? **Does it matter?**

You can count the number of seeds in an orange, but no one can count the number of oranges in a seed.

Anonymous

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Be Real. Be Authentic.

Insights & Reflections

What **problems** are we trying to solve that would **benefit from collaboration**?

What **challenges** could we **address better together**?

What **strengths, resources, or expertise** can we share?

What are the **key areas** for collaboration? **Where is there overlap or alignment**?

One challenge that would be **easier**
with a partner is ...

How can **working together**
make an impact?

WHAT CAN WE DO BETTER TOGETHER?

May your choices reflect your hopes,
not your fears.

Nelson Mandela

Thank You!

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