

Identifying Needs and Opportunities for Collaboration

Worksheet: Identifying New Partners

Local stakeholders are key to the success of prevention efforts: they bring specialized knowledge, access to data, insight about priority populations, and a variety of other resources. Yet figuring out which organizations, agencies, or individuals to cultivate as partners can be challenging. There are many remarkable individuals and groups in your community, but not all of them will be a good fit for your prevention efforts at this time.

This worksheet will help you record the gaps in your current prevention resources, develop a list of community stakeholders who might fill these gaps, and identify other potential stakeholders with whom you may want to partner in the future as new priorities and/or needs emerge. Once you complete this worksheet, you can use your list to prioritize which partners to engage.

Step 1: Answer these questions:

1. Which prevention resources¹ do you currently need to *strengthen* or *sustain* your prevention efforts? (If you completed the CAPT worksheet [Analyzing Existing Partners](#), you may want to review the resources you already have in place. To identify current resource gaps, review the CAPT tool [What Do We Mean by Resources?](#))
2. Which new stakeholders from your community might help you fill identified resource gaps? (For a list of potential partners, review the CAPT tool [21st Century Partners in Prevention](#).)

Step 2: Use your responses to the questions above to complete the chart below.

- First, **list** your potential partners.
- Next, **record** the prevention resource gaps each partner might fill.
- **Describe** additional prevention resources each partner might provide.
- **Outline** the benefits each partner may experience by joining the collaboration.
- In the remaining rows, **list** any additional partners you may want to engage, accompanied by the prevention resources they offer. (See the list of stakeholder groups in Part II of the CAPT worksheet [Analyzing Existing Partners](#) to see if there are any key groups you are missing.)

¹ For this tool, prevention resources are defined as fiscal, human, organizational, or other assets that help you address identified prevention needs in your community.

Worksheet: Identifying New Partners

Step 3: Once you've completed the chart, decide which partners to contact first. This will help to ensure your time and effort reaching out to them is spent wisely. For help prioritizing, see the CAPT worksheet [Assessing the Readiness of Potential Partners to Collaborate](#).

Potential Prevention Partner	Resource Gap Filled What specific resource need or gap could this partner fill?	Other Value Added for You Which additional prevention resources could this partner bring to the table?	Value Added for Partner What are the benefits to the potential partner of collaborating with you?
1.			
2.			
3.			
4.			
5.			

Worksheet: Identifying New Partners

Potential Prevention Partner	Resource Gap Filled What specific resource need or gap could this partner fill?	Other Value Added for You Which additional prevention resources could this partner bring to the table?	Value Added for Partner What are the benefits to the potential partner of collaborating with you?
6.			
7.			
8.			
9.			
10.			