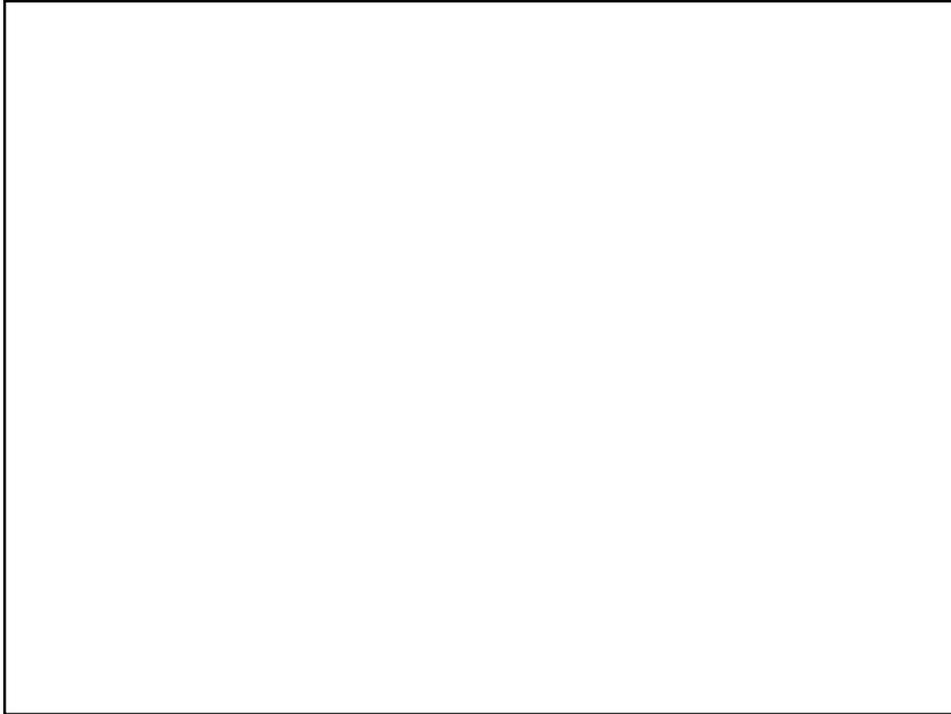


Partners, Partnering, and Partnerships



Setting the Scene...

- Two “restorationists” come out to take a look at a wetland and assess it for its restoration potential.
- Opportunities for a conservation easement and restoration funding are at stake.
- Watch what unfolds...



Be big picture oriented.

Customer Service	Attitude
Appearance	Find the "win-win"
Communicate.	Deliver!
Be courteous.	Did we say Listen.
Be prompt.	Credibility
Flexibility	Community/Partner engagement
Be engaged.	Know your neighbors.
Practice Humility.	Be competent.

BUILD TRUST
TRUST??!

So, how'd that go???

- What did you observe?
- How would you have handled this differently?
- Will a partnership ever form?
- Will these two people be able to work together?
- Will conservation happen?????