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# What You Can Do To Motivate and Sustain Effective Business and Community Partnerships

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## *An economic and community development booster*

Effective business and community partnerships go beyond acts of giving and volunteering, they create win-wins for local economies.



With intricate knowledge of the business and community landscape, local government is in the box seat to provide the spark for more effective partnerships. Key hurdles to overcome include:

- ▶ *Building internal and external awareness of the possibilities and benefits*
- ▶ *Assessing the current depth of partnerships in your area and documenting examples*
- ▶ *Building a response into your economic and community development planning processes*
- ▶ *Identifying and supporting local projects and initiatives*
- ▶ *Building capability across all sectors*

## *How will you benefit from moving forward?*

Whether you're starting out or building on existing work, the ultimate goal is to create an environment where businesses and community organisations thrive together, leading to:

- ▶ *New and sustained avenues for tackling community problems*
- ▶ *Directly and indirectly boosting business performance and local economic activity*
- ▶ *A strategic and collaborative rather than piecemeal approach to pressing social needs*
- ▶ *Stronger foundations for resilience and prosperity*



**Phil Preston**, Founder, The Collaborative Advantage

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To make an enquiry, call 0408-259-633 or email [phil@philpreston.co](mailto:phil@philpreston.co)

## How Phil can help you move forward

The best way forward for local government is to become a curator, facilitator and enabler of deeper partnerships rather than the 'doer' or service provider.

Phil offers a range of services to help you move forward with clarity and confidence, and using a tailored approach based on the features of your local area:

Services	Benefits	Features	Format	Pricing*
Presentations	Internal awareness, education and prompters to prepare people for action	Cost effective formats, suitable for in-house or larger events / conferences	Virtual (60 min)	\$1,000
			In-person (45-90 min)	\$2,500+
Audit	An audit of the local landscape, with recommendations for your strategy	Take the pulse through hands-on stakeholder engagement and chart a way forward	Preparation, research, consultation (5-7 days on-site) and reporting	\$15,000
Scoping	Integrate into your economic, community development or whole-of-government strategy	Working sessions tailored to your needs, ideal for planning and strategy off-sites	Virtual (90 min)	\$1,500
			In-person (day rate)	\$4,000
Workshops	Build local capability in working collaboratively and strategically with other sectors	For government, community organisations, agencies, social enterprise and businesses	In-person (half day)	\$2,500
			In-person (day rate)	\$4,000
Projects	Identify opportunities, facilitate exploration sessions, engage stakeholders, implementation	Tackle specific problems or pressing needs that are on your agenda	Consulting, steering groups, project management	Negotiable
Advisory	Guidance with respect to your internal strategy or general developments	Expertise and oversight for your response and communications	Consulting, advising, mentoring	Negotiable

\* Indicative pricing, exclusive of GST and expenses incurred for in-person services

## Prior work and testimonials

Phil's local government and regional clients include ACTCOSS, Albury, Central Coast, Eurobodalla Shire, Greater Dandenong, Geelong, LGA Tasmania, Parramatta, VLGA, Wagga Wagga, Western Sydney and Wollongong.

**"Phil has helped us engage with local companies to open up their thinking around sustained solutions and win-win outcomes"** - Donna Argus, NSW Family & Community Services

**"Great results so far for both the community organisations and the corporate partners achieving a common benefit for each other"** - Armando Reviglio, Wollongong City Council

**"Thank you for your keynote on shared value and how it can assist regional development. We have had great feedback from attendees with lots of people wanting to assist us in developing the approach"** - Dr Gary Saliba, CEO, Regional Development Australia - Murray

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