



## Full day workshop

Nov 11 - Sydney  
Nov 12 - Melbourne  
Nov 14 - Brisbane  
Hosted by IAG

# Partnerships for Profit & Purpose

## How do You Develop Effective Cross-Sector Conversations?

Business and consumer trends are encouraging the intersection of **profit** and **purpose**. Benefiting from these intersections requires new conversations and ways of exploring **partnerships** together.

But what are the **practical steps** you can take to increase the flow of ideas between you and your potential partners? How can you build the **trust** needed to maximise opportunities?

This full day workshop equips you with **tips and techniques** for developing effective cross-sector conversations.

It is facilitated by experts in collaboration and shared value, **Andrew Hamilton** and **Phil Preston**.

The workshop will cover:

- **Drivers** of this trend
- **Opportunities** it creates for you
- **Mindset** shifts for partnership success
- **Case studies** and examples
- Mapping and **development** tools
- The **trust building** process
- Evaluation **criteria**
- **Measurement** systems

It is suited to for-profit, for-purpose and government attendees and there will be ample time allocated to **unpacking your challenges** and strategies for overcoming them.

You may want to attend with a current or potential partner and take this journey together.

[REGISTER HERE](#)

Plus it's a great environment for **connecting** with people working on similar challenges and hearing their perspectives.

You'll get **tips, tools** and **techniques** for:

- **Identifying** opportunities and partners that meet your strategic objectives
- **Convening** collaborative conversations with potential partners and stakeholders
- **Accelerating** the trust building process
- **Developing** partnerships in an agile way
- **Creating** the foundations for implementation success

### Workshop Details:

- Hosted by IAG at these locations:
  - Nov 11th - Sydney
  - Nov 12th - Melbourne
  - Nov 14th - Brisbane
- 8am for 8.30am start, finish at 4.45pm
- Workbook and refreshments provided
- Investment of \$500 plus GST pp

**Andrew Hamilton** worked in executive roles before joining Social Ventures Australia where he was responsible for funding partnerships, mentoring and pro bono development in Queensland.



Leadership roles in mental health and early childhood education organisations prepared him for creating greater impact.

Andrew founded Social Scaffolding in 2016 to service the demand for stronger philanthropic and NFP relationships with a focus on partnership development, social impact and shared value.

He and his wife Anna have - so far - successfully navigated the challenges of raising two teenage daughters

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**Phil Preston** led teams in the investment industry before setting up his own business in 2008 to assist clients with collaborative challenges and has since worked with hundreds of organisations across all sectors.



In 2013, he was invited by Michael Porter and Mark Kramer to Boston to help form a network of 'shared value' practitioners, promoting the use of the profit motive to tackle social and environmental challenges.

He is a leading practitioner and case study author in this field and has appeared on big stages, boardrooms, basketball courts and the back of Bourke (literally). Phil has one wife, two kids and a dog who ate his bed.

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