



## Do you manage diverse partnerships & groups?

Are you ready to work with your peers to take your practice to a whole new level?

## JOIN US for PARTNERSHIP BROKERS TRAINING

A Four-Day Workshop | February 3-6, 2020

Ryerson University, Toronto Ontario

Partnerships and collective impact initiatives are multiplying in Canada, but how do we support those guiding and leading partnerships to achieve the “more than the sum of the parts” results we are all seeking?

Drawing on global experience and designed to appeal to all types of learners from diverse sectors, this course balances conceptual and practical learning. It creates a safe space to support personal and professional development and is designed specifically for those involved in the challenging work of supporting and leading multi-sector collaborations.

### This course provides:

- Frameworks for creating robust, efficient and innovative partnerships
- Unique, fit for purpose tools and techniques for brokering partnerships that get results
- A set of common partnership principles, to drive values-based partnerships for stronger results
- Ways to overcome common partnership challenges with practical and proven approaches
- Personal and professional insights that build competencies to support successful partnerships
- Enhanced confidence and competence as a partnership practitioner
- Membership in a global professional association and a local community of practice

Designed as “master class” and taught by Partnership Brokers Association (PBA) Practitioner-Trainers, this globally sought after training offers a pathway to professional accreditation in Partnership Brokering and hones skills increasingly in demand in Canada and abroad. The course can also be used for real-time partnership-building when partners attend the course together and leverage the lessons to guide partnership strategy, management or review.

Join this intensive program to be part of a diverse group from business, non-profit, community, government, education and philanthropy all seeking to leverage the power of partnerships to address their deepest challenges. Registration is limited to 24 participants to ensure a quality experience and an opportunity to draw on the knowledge of your peers.

“Among the best professional training offerings I have ever attended. Exceeded my expectations and addressed my development needs.”

Richard Allen, Special Initiatives,  
Hamilton Chamber of Commerce

# Partnership Brokers Training

## The Trainers



**DAVID LEE** is an Accredited Partnership Broker and PBA Practitioner-Trainer. He has over 15 years of experience leading and facilitating significant management and change initiatives with corporate, non-profit and government organizations. As a consultant and as the Executive Director of Organization Development at the John Howard Society of the Lower Mainland of BC, David has led and supported partnerships across sectors, particularly in social enterprises and non-profit supportive housing.



**MARY PICKERING** is an Accredited Partnership Broker and PBA Practitioner-Trainer and Mentor. She has over 25 years' experience in the environmental non-profit sector and is currently VP – Programs and Partnerships for The Atmospheric Fund, building collaborations to support urban climate solutions in the Greater Toronto and Hamilton Area.

## Who should attend this course?

This training is for active practitioners involved in management and development of multi-stakeholder partnerships and is not an introductory course. Participants will have experience working to build effective and innovative collaboration between two or more partners. Past graduates have come from business, government, international agencies and non-profits working in diverse spheres. Admission to the course is by application.

## Further training opportunities

Participants who successfully complete the training will be awarded a Partnership Brokers Association certificate and membership of the worldwide alumni. PBA alumni may apply for advanced practice training, including a mentored program leading to professional qualifications as an Accredited Partnership Broker.

## Application and Fees

Registration is \$2,500 plus GST. This includes tuition, text books, background readings and training materials. Refreshments and lunch will be provided. An early bird discount of \$250 is available when an application is approved and fee paid by November 30, 2019.

[Bursaries are available](#) for practitioners supporting climate action work in the Greater Toronto and Hamilton Area.

## Who has developed the training?

Partnership Brokers Association (PBA) was established in 2003, and is the international professional body and training resource for those managing and developing partnership processes. PBA's training work is informed and regularly updated in consultation with international practitioners.

PBA's primary aims are to:

- Challenge and change poor partnering practices so that multi-stakeholder collaboration can become truly transformational
- Ensure those operating in partnership brokering roles are skilled, principled and work to the highest standards
- Promote the critical importance of partnering process management to decision-makers in all sectors.

“After working in the field of collaborative planning for 16 years, I had yet to find a course that could combine teaching about collaboration and partnership in a way that gave me new ways of looking my practice. This was that course.”

Liz McHardy, CEO and Partner,  
LURA Consulting



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[www.gthapartnership.ca](http://www.gthapartnership.ca)