

Options	Method	How does this happen?	How to respond	Tools	Location of tools	Where to get help	Time line
Approaching potential partners	Through personal networks	Generating a lead can happen in many ways (e.g.): - Personal conversation (share your inspiration!) - Share Constellation business card at networking event - Send video/ and 2-page summary - Invite to join a SALT visit, Presentation or Learning Event	1. Listen! 2. Share your own experience 3. Take their details 4. Invite to have a conversation about working together 5. Stay in touch	- Business Card - Country Team video, reports and stories - Constellation Annual Reports - Constellation Video - International SALT visits - NING - Constellation Website - 10 Slide Presentation - 2 pages summary - Flyer template - Events - Logical Framework / Results Framework - Constellation Style Guide, Letterhead and Templates	Intranet access: https://sites.google.com/a/communitylifecompetence.org/the-gst-intranet/home/alternative-transfer-page/generating-a-lead	- Transfer Facilitator - Country Team - Coaches	Anytime! Anywhere!
	Where there is no previous relationship		1. Approach the key contact person 2. Show appreciation for their work 3. Find common ground 4. Share CLCP and SALT and what it can do for them 5. Invite to have a conversation or join an event				
Responding to invitations	Through personal networks	Invitations can come in many ways (e.g.): - An interested person contacts you by phone, email or even Facebook and invites a conversation	1. Listen! Find out what they need 2. Share your own experience 3. Arrange a further meeting and/or event 4. Follow up				Always respond quickly, but allow 7-10 days for them to reply before following up.
	Submitting a proposal application on a website	Offers can be found in many places (e.g): - Internet search - UN website, EU, Asian Development Bank, World Bank - Bilateral Donor Agencies (e.g. Ausaid, Norad, DFID) - International Days and Campaigns - Consultancy websites (e.g. relief web) - NGO networks - Private Foundations - Business / Corporate Social Responsibility (CSR) programmes Developing the Application: - Use the tools available, see next column - For budget advice, see section II	1. Conduct research on current offers available with large and small organisations online 2. Build a team 3. Decide whether or not to invest the time. Is it worthwhile? Do we fit the profile? Is it in line with our interests? 4. Develop the application 5. Submit	http://reliefweb.int/	- Intranet access: https://sites.google.com/a/communitylifecompetence.org/the-gst-intranet/home/alternative-transfer-page/generating-a-lead - NING: http://aidscompetence.nin.g.com/	- Proposal Team - Loli [budget] - Transfer facilitator	Ideally, allow at least 4 weeks to develop the proposal.