

The Partner Network Audit

Are your community partnerships working — or just existing?

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Most nonprofits have a list of partners. Very few have an active partner network. There's a big difference. A name on a spreadsheet is not a partnership. A relationship with a clear exchange of value, documented agreements, and regular communication is. This audit helps you tell the difference.

PART 1 — PARTNER INVENTORY & STATUS

Partner Name	Type	Value Exchange	MOU on File?	Last Contact	Status
_____	<input type="checkbox"/> Referral <input type="checkbox"/> Service <input type="checkbox"/> Funder <input type="checkbox"/> Anchor <input type="checkbox"/> Emergency <input type="checkbox"/> In-Kind	_____	<input type="checkbox"/> Yes <input type="checkbox"/> No	_____	<input type="checkbox"/> Active <input type="checkbox"/> Inactive <input type="checkbox"/> Needs Renewal
_____	<input type="checkbox"/> Referral <input type="checkbox"/> Service <input type="checkbox"/> Funder <input type="checkbox"/> Anchor <input type="checkbox"/> Emergency <input type="checkbox"/> In-Kind	_____	<input type="checkbox"/> Yes <input type="checkbox"/> No	_____	<input type="checkbox"/> Active <input type="checkbox"/> Inactive <input type="checkbox"/> Needs Renewal
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PART 2 — NETWORK HEALTH SIGNALS

Signal	What It Means	Present?
More than 30% of partners have had no contact in 6+ months	Your 'network' is a list, not a relationship base.	<input type="checkbox"/> Yes <input type="checkbox"/> No
No MOU exists for your top 3 partners	Unwritten expectations are unenforceable — and create legal exposure.	<input type="checkbox"/> Yes <input type="checkbox"/> No
You have no emergency partner activated before a crisis	Crisis calls to cold contacts have a very low response rate.	<input type="checkbox"/> Yes <input type="checkbox"/> No
Partners send referrals but you send them nothing	One-directional relationships don't last. Audit the exchange of value.	<input type="checkbox"/> Yes <input type="checkbox"/> No
No one on staff owns partner relationship management	If everyone is responsible, no one is. Assign a relationship owner.	<input type="checkbox"/> Yes <input type="checkbox"/> No
Partner list has not been reviewed in the last 12 months	Organizations change. Your partner list should reflect current reality.	<input type="checkbox"/> Yes <input type="checkbox"/> No

A strong partner network is not built during a crisis — it's activated during one. The relationships you invest in now determine your organization's capacity to respond when the next hurricane, pandemic, or funding gap hits. Your network is infrastructure. Treat it that way.

Ready to close the gaps?

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