



Worksheet: How many partner relationships can your small nonprofit manage?

More resources at smallnonprofitcoach.com

Need one-on-one coaching through this process? Book a call [here](#) (\$2/minute).

Summary: Partnerships take energy, money, and time--three things that are often scarce for small nonprofits. The number of partnerships we can manage depends on how much time our board and staff leaders can devote to these one-on-one relationships.

Instructions: In the left column, write the name of each board member and staff leader who is able, ready, and willing to be a “relationship manager” for your small nonprofit. Relationship managers don’t have to ask for money; they are simply responsible for having regular personal interactions with your partners. In the right column, write the number of partner relationships each relationship manager can *realistically* handle. *No relationship manager should have more than 12 partner relationships.* Add up the numbers in the right column to reveal the total number of partnerships your small nonprofit can manage. *Note: You will need to update this figure at least every quarter.*

Relationship manager (write names below)	Number of partners
TOTAL PARTNERS	