## FIND YOUR STARTING LINE: Working with Partners to Build a Referral Network

A planning tool, such as the “Find Your Starting Line” tool, helps your Healthy Start program to work with other community agencies, providers and organizations to consider and anticipate the obstacles you may face as you work together to strengthen your community’s referral network. Having these conversations early on in your partnership promotes openness among partners, and facilitates proactive planning to make the process of referring eligible participants to the most appropriate programs more streamlined. This kind of bottom-up planning empowers partners to take ownership in the referral network and strengthens relationships among partners.

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| FIND YOUR STARTING LINE:  Considering a Common Goal with Your Partners1 (in this case Building a Referral Network) | | | |
| 1. List some strategies our partnership may implement to help support coordinated, appropriate referrals to local agencies. | | 2. Name some assumptions individuals, organizations, and the larger community may have about the current referral systems (formal or informal) in our community. | |
| 5. List the factors that influence the current referral systems (formal or informal) in our community. | 6. Describe the referral system challenges our partnership will work to address. | | 3. What are the desired results of our partnership’s approach to promoting a coordinated referral system? |
| 4. Describe why our community needs our partnership to work on a coordinated referral system. | |

*1 Adapted from FSG. “Collaborating for a Common Agenda” t*[*ool: http://www.fsg.org/events/collaborating-to-create-common-agenda*](http://www.fsg.org/events/collaborating-to-create-common-agenda)