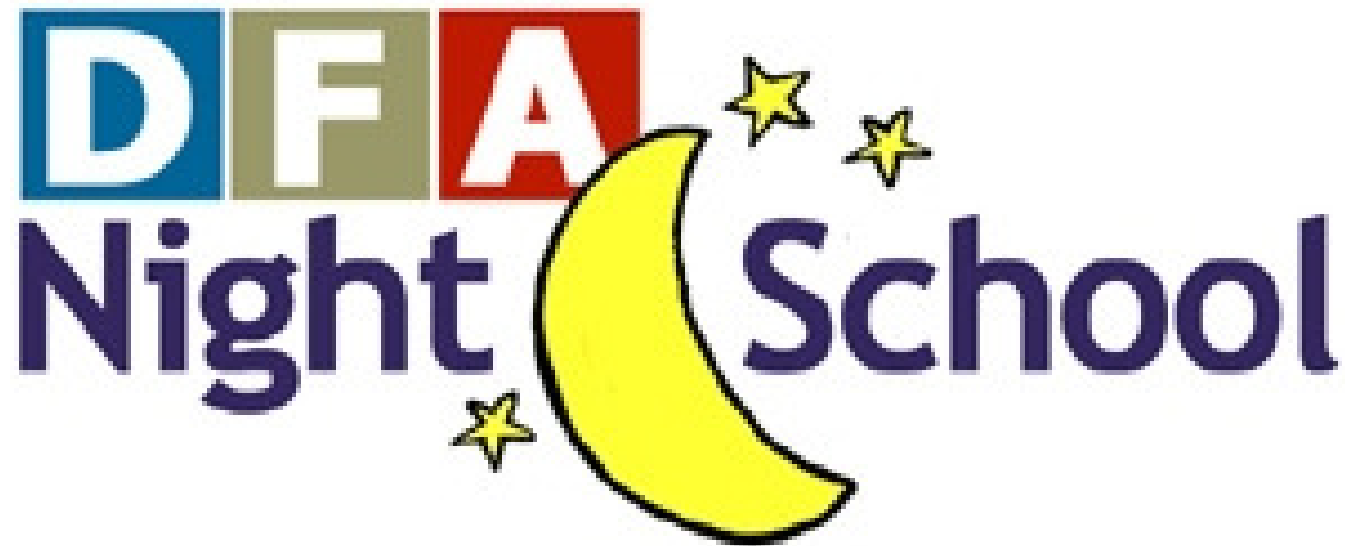


Building Progressive Coalitions



March 13th 2007

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Tonight's Trainers



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2 Questions? Email training@democracyforamerica.com



What are Coalitions?

“A temporary alliance of distinct parties, persons, or states for joint action”
- Webster’s Dictionary

In order to achieve what we want to achieve, we have to stand up for what we believe in again. Standing up means standing together.
-Howard Dean



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Goals of this session

- 1) Evaluate whether and why we need to build coalitions.
- 2) Learn how to start and maintain effective relationships.

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Why We Build Coalitions

Working in coalitions has its advantages

- Credibility
- Expertise
- People and Activists
- Material and financial resources
- Contacts



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Why We Go It Alone

Working with other groups can have drawbacks

- Turf issues and coalition politics
- Slows decision-making process
- Lose some control
- Distracts from other priorities



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Evaluate Your Need

Ask yourself

- Do you have shared goals?
- What do partners bring?
- What are the potential costs?



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Types of Coalitions

- Working or paper?
- Single-issue or multi-issue?
- Ongoing or temporary?
- Geographically based
- Constituency based

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Prominent Examples

- Labor movement



- Grover Norquist's Wednesday meetings

- Statewide DFA federations



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Principles of Effective Coalitions

- 1) Understand your partners
- 2) Clear roles and decision making process
- 3) Set appropriate expectations
- 4) Distribute recognition

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Getting Started: Evaluate

- Find partners with common goals
- What's allowed?
- Benefits and costs of working together
- Compatible strategies



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Getting Started: Cultivate

- Research your initial contacts
- Make your introductions
- Shut up and listen
- Understand your partner's interests and structure



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Getting Started: Communicate

- Establish:
 - Goals & benchmarks
 - Roles and expectations
 - Decision making process
- Put your plan in writing



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Getting Started: Celebrate

- Credit where it is due
- Create a plan to follow up
- Future partnerships



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Case Study: DFA/SEIU Training Coalition

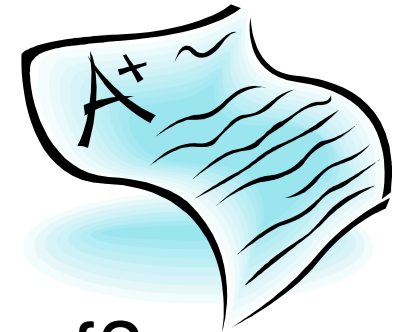
- DFA & SEIU evaluated a need
- An ongoing, working partnership
- Evaluate, Cultivate, Communicate, Celebrate



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Homework



- What groups are you a member of?
- How might these groups work with the Democratic Party or DFA?
- Go through these slides to evaluate three potential coalitions.

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What's next?

Join us for the next week's session...

Anyone Can Run

Tuesday, March 20th – Rep. Elesha Gayman (IA), Rep. Maria Chappelle-Nadal (MO)

Get in on the discussion – The Night

School Blog: www.dfalink.com/nightschool

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Thank you for joining us!

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