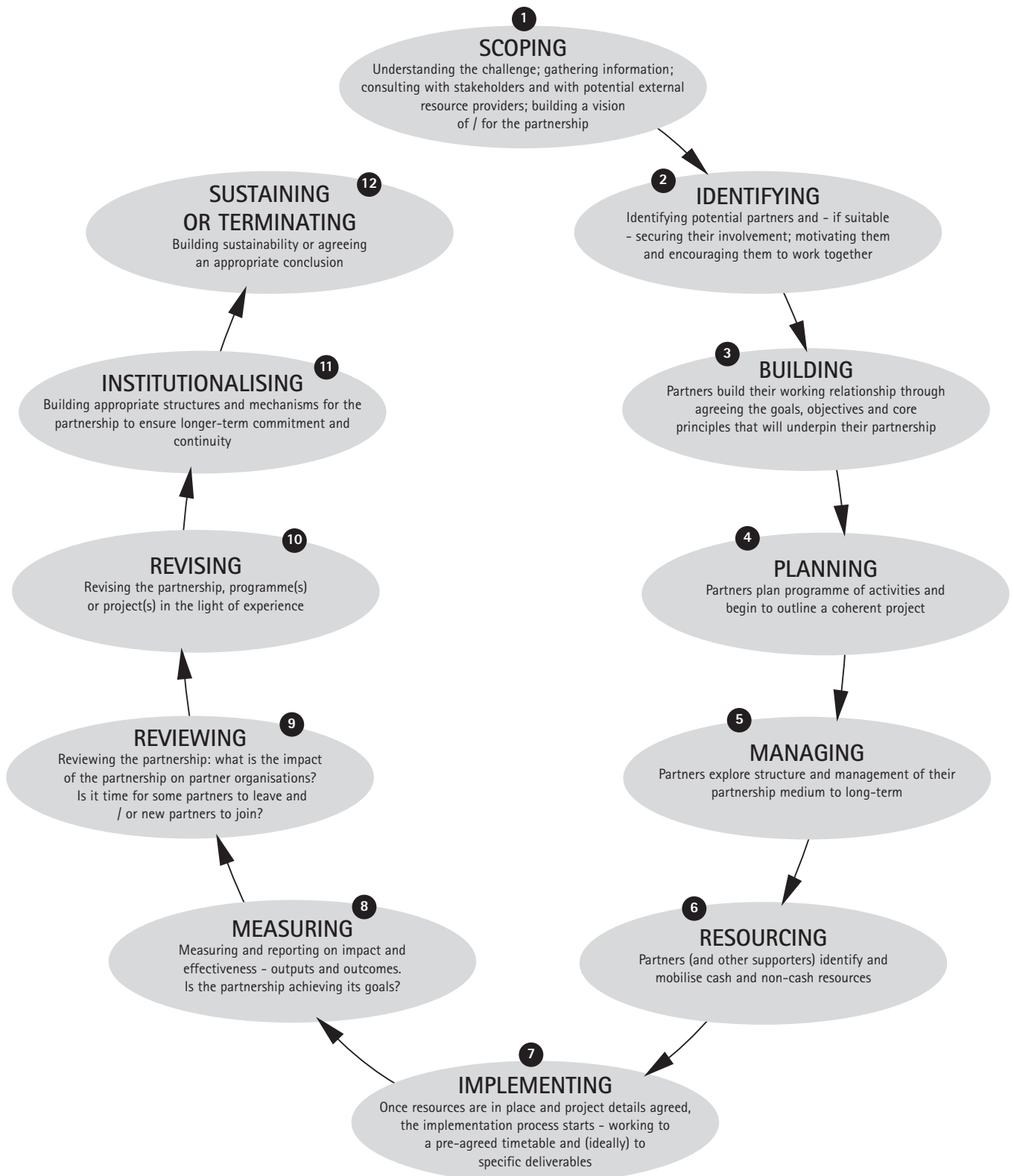


# BOX 1

## 12 PHASES IN THE PARTNERING PROCESS



### REMEMBER

These are guidelines only. Each partnership will follow its own unique development pathway. The important thing is to be aware that each of the 'phases' outlined above is important and should not be neglected if the partnership is to remain balanced and on course to achieve its goals.

