From Training to Trust

Building Strategic Partnerships Through Community Networks

October 21, 2026 9-10am



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From Training to Trust

Agenda

The Challenge

The Model

The Toolkit

The Simulation

Takeaways



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PMI Metropolitan St. Louis:

- 30+ years
- 1,700 members
- Engagement ~10%
- Interest: Training & Mentoring

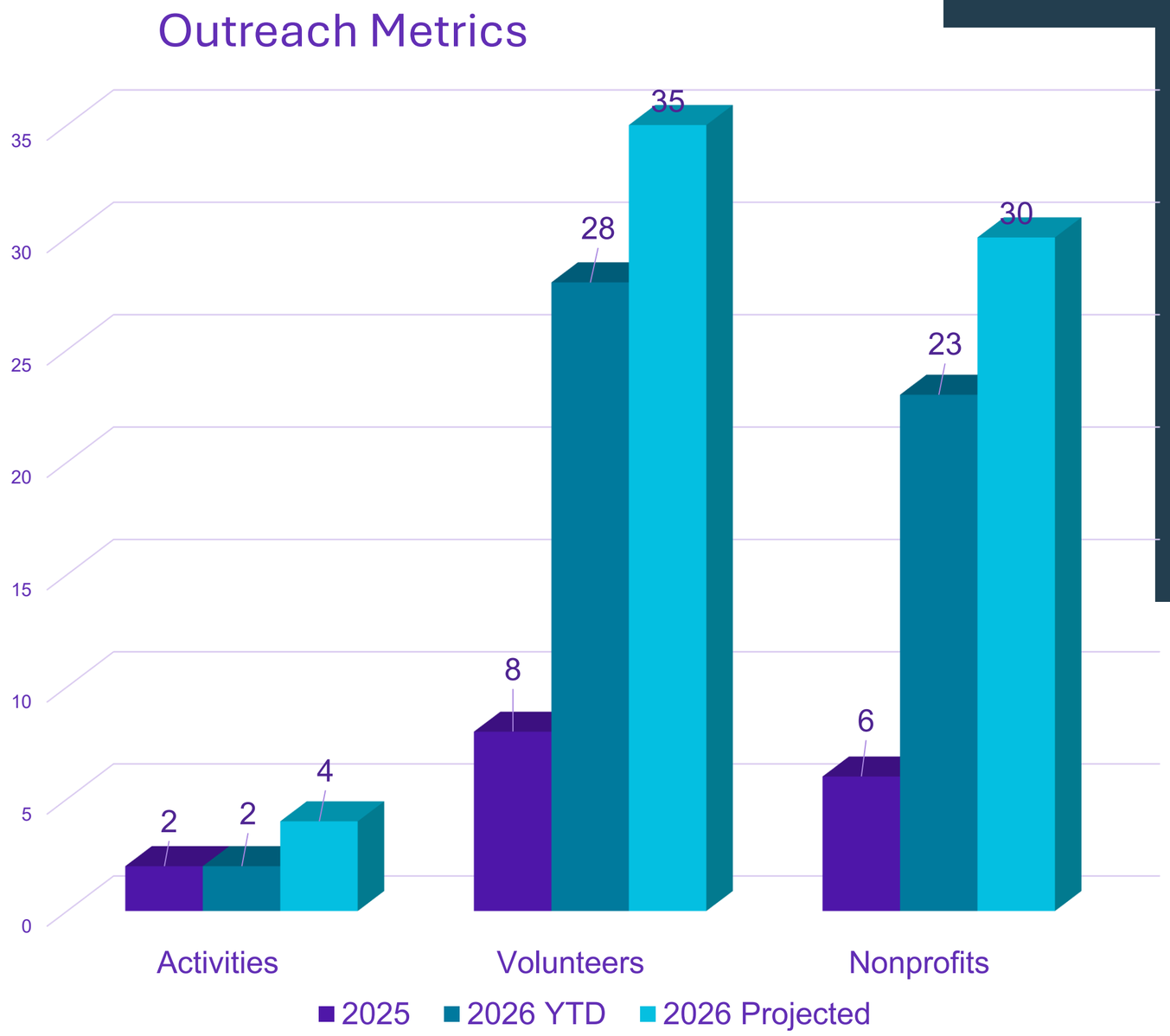
Our Challenge

Where we started (2025)

- Limited outreach
- No framework
- Underutilized volunteers

Where we are now (2026)

- Clear strategy
- Multiple opportunities
- Scalable model
- Strong Partner Network



One Partnership Creates Many Paths to Impact

Community Partner Network

resources + volunteers + partnerships

- Access to multiple nonprofits
- Faster credibility
- Clearer needs
- PMWB visibility
- Scalable engagement

UNITED WAY
Greater St. Louis

- **160+** nonprofit organizations
- > 1 million individuals supported
- Funding, training, & capacity building

One partnership → 160+ nonprofit organizations



This session provides a repeatable pathway you can use immediately.

Why This Session Matters

Chapters want

- Impact
- Partnerships
- Volunteer pathways

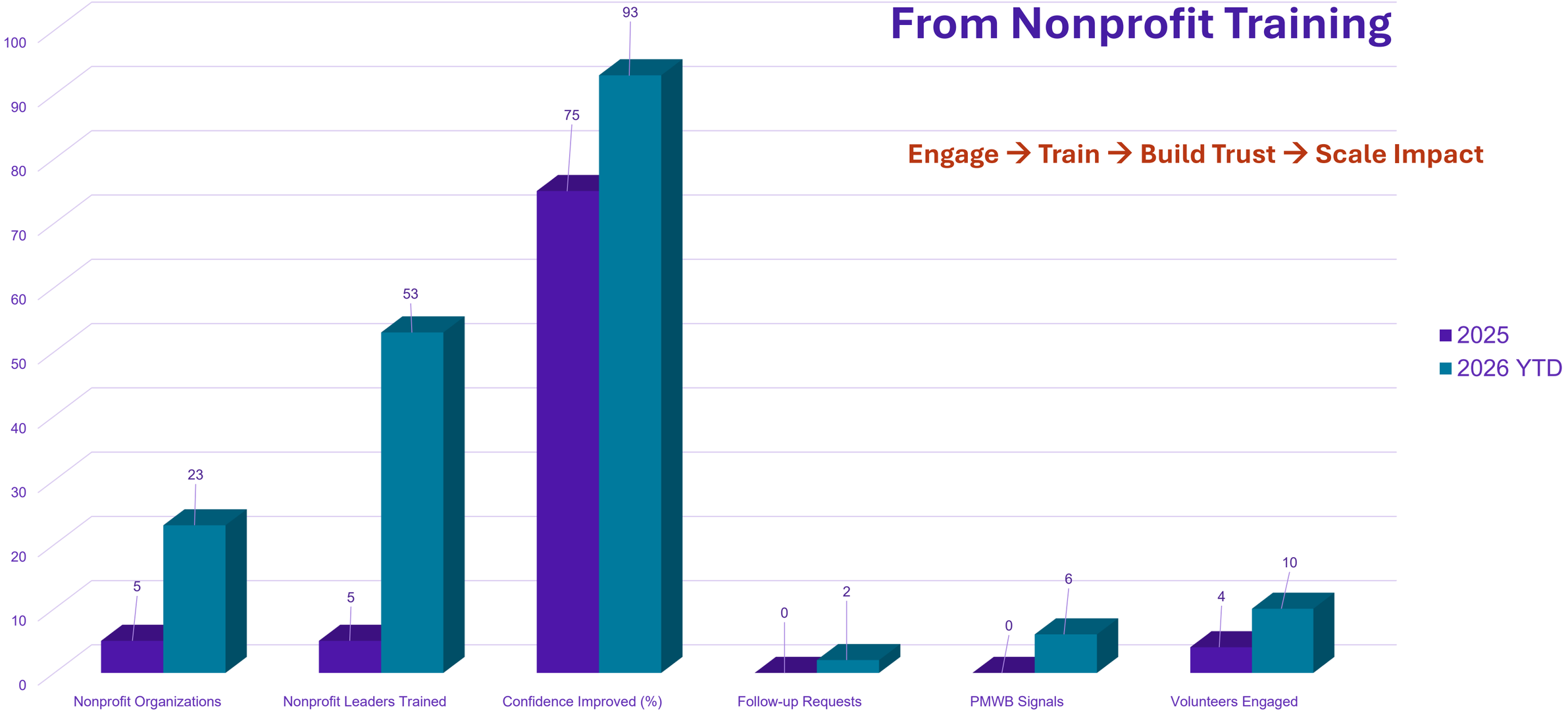
Community partner networks want

- Capacity building
- Practical tools
- Trusted support

Training is the bridge that aligns both needs

Measurable Outcomes
From Nonprofit Training

Engage → Train → Build Trust → Scale Impact



The Model

Step 1 Engage

Step 2 Train

Step 3 Build Trust

Step 4 Scale Impact (PMWB)

Step 1: Engage

Engage with a Community Partner Network

- Identify contact
- Align on goals
- Understand priorities
- Co-design partnership

Start small. Build momentum.

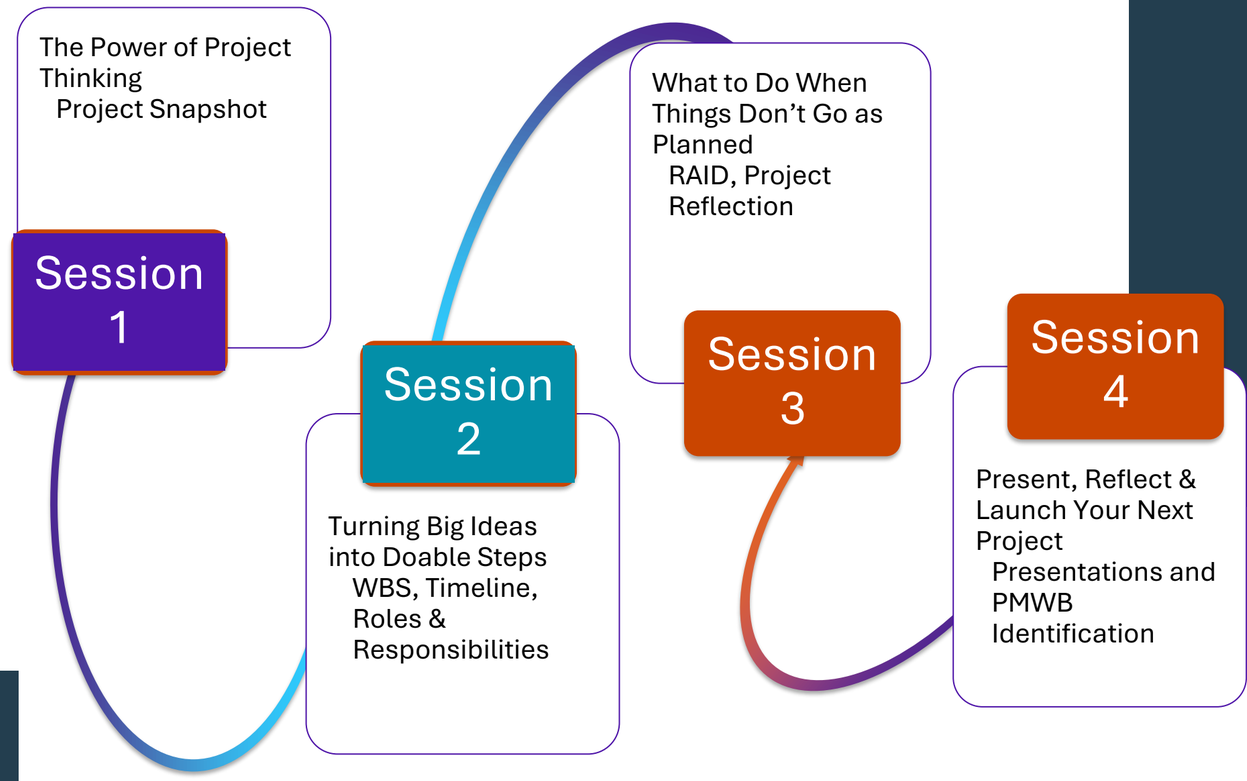


Step 2: Train

Train Nonprofit Leaders

- Nonprofit-friendly language
- Focus the training
- Simple, usable tools
- Apply tools to real work
- Consistent structure

Training accelerates impact.



How the Workshop work: Timeline & Session Flow

Draft Timeline & Session Flow

May 21 — From Chaos to Clarity

The Power of Project Thinking

05 - Opening

25 - Introduction – Ice Breaker

25 - New PM Concepts
- 15 – Why important
- 10 – Project Snapshot

05 – Homework / Survey



Week Off

June 4 — Blueprint for Impact

Turning Big Ideas Into Doable Steps

05 - Opening

10 - Feedback on Project Snapshot

40 - New PM Concepts
- 15 - WBS
- 10 - Timeline
- 10 - Roles & Responsibilities

05 – Homework / Survey



Week Off

June 18 — Resilient Projects

What to Do When Things Don't Go as Planned

05 - Opening

20 - Small Group Discussions (Ses 2)

25 - New PM Concepts
- 15 - Risks & Roadblocks
- 10 – Project Reflection

10 – Homework / Survey



June 25 — Mission in Motion

Present, Reflect & Launch Your Next Project

05 - Opening

40 - Small Group - NP Summary Presentation

15 - PMWB Project Identification

-- Final Survey / Testimonials





Step 3: Build Trust

Build Trust:

- Reliability
- Respect for constraints
- Tools that reduce chaos

Learn Needs:

- Gaps
- Role clarity
- Planning communication
- Leadership readiness

Trust grows through consistency.

Step 4: Scale Impact

Scale Impact by identifying PMWB opportunities

PMWB Readiness signals:

- Clear owner
- Leadership commitment
- Tool adoption
- Openness about challenges



Lessons Learned



Training:

- ↓ Topics per session
- ↑ Number of sessions
- ↑ Time between sessions
- ↑ Soft skills topics
- Finalize material earlier

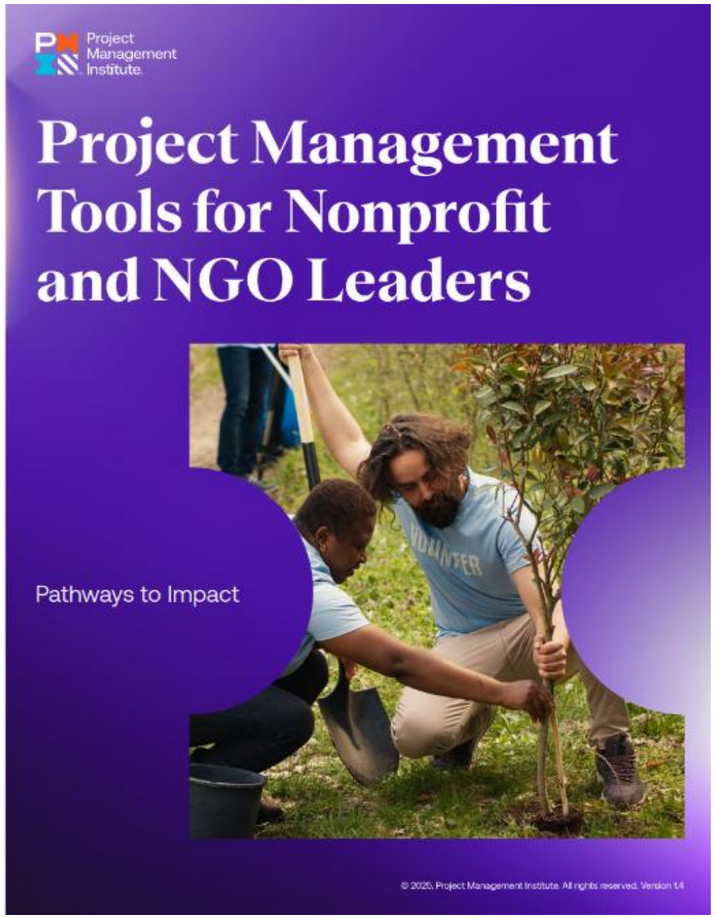
Mentoring:

- Dedicated mentor
- Separate working sessions

Continue:

- Interactive sessions
- AI prompts
- Branding lead

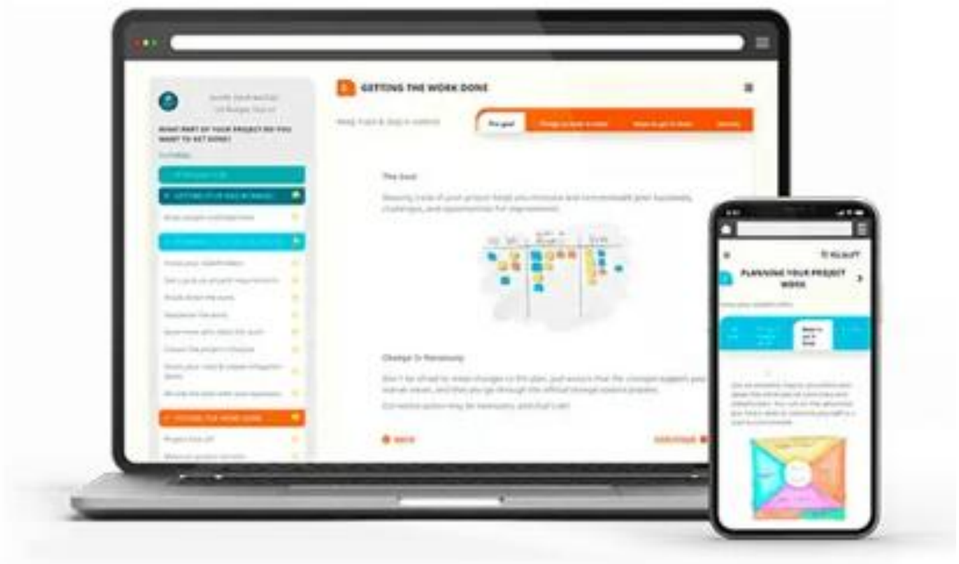
Use Proven PMI Training Material



PMIEF® - PM Toolkit

+

PMI KICKOFF



Engagement Checklist

Building successful partnerships.

- Confirm partner liaison
- Align on goals
- Define training scope
- Recruit volunteers
- Prepare materials



Project Managers Without Borders (PMWB) Checklist

- Capture trust signals
- Document needs
- Conduct follow-ups
- Assess fit
- Recommend next steps

Use readiness indicators to prioritize high-impact, feasible PMWB engagements.



A system that scales across regions

A repeatable engine for community impact.

Scalable Impact built on:

- People
- Processes
- Tools
- Partnerships

People + Processes + Tools + Partnerships = Scalable Impact





Simulation Overview

From Training to Trust: Partnership-Building Simulation

- You will act as a chapter leadership team navigating a partnership journey.
- Build a pathway from
  first contact → training → trust → PMWB opportunity
  using your scenario, cards, and journey board.

This simulation mirrors real-world partnership dynamics.

Agility in Action Simulation

Round 1 Engage

Round 2 Train

Round 3 Twist

Round 4 PMWB Opportunities

Agility keeps partnerships moving even when conditions change.

What’s in Your Simulation Packet

Each table receives:

- **Journey Board**
- **Scenario Cards**
- **Engage Cards**
- **Train Cards**
- **Twist Cards**
- **PMWB Opportunity Cards**

You will use these to make decisions and build your partnership pathway.



Your decisions determine the strength of your partnership pathway.

How to Play Simple Instructions

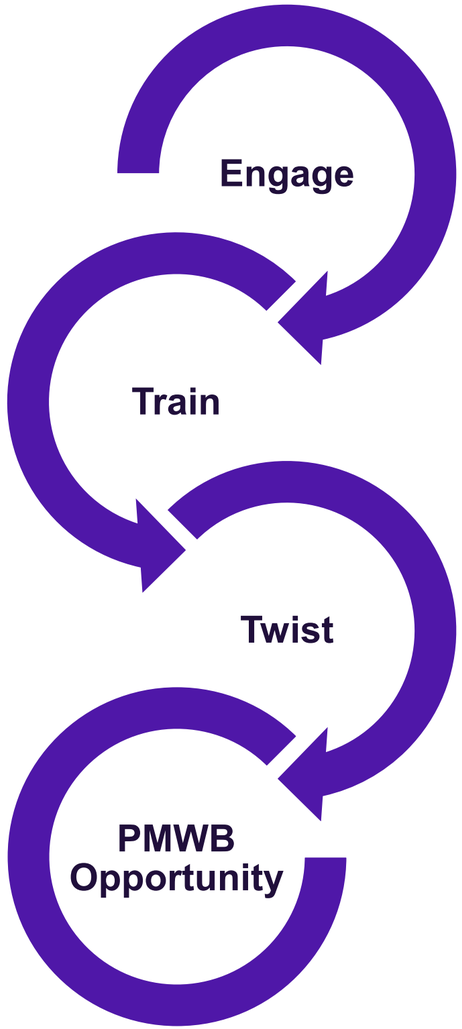
1. **Choose or Create Your Scenario**
   Understand your community partner network

2. **Move Through Each Round**
   Engage + Train + Twist + PMWB Opportunities

3. **Choose One Card Per Round**
   Select the card that best represents your team's decision

4. **Place the Card on the Journey Board**
   Pick 1-2 boxes on the right to answer for each round
   Add short notes on the boxes on the right

3. **Build Your Partnership Pathway**
   Your decisions determine trust, readiness, and PMWB opportunities



Focus on alignment, clarity, and value positioning.

From Training-to-Trust Roadmap - Journey Board

	SCENARIO			
Round 1 Engage	First Offer	Value Positioning	Partner Network Priority	Alignment Notes	Early Trust Signals
Round 2 Train	Training Approach Selected	Tools Applied	Pain Points Addressed	Engagement Strategy	Confidence Signals
Round 3 Twist	Twist Card Draw	Impact on Partnership	Decision: Proceed / Adapt / Pause	Adjust Plan	Trust Risks & Recovery Actions
Round 4 Scale	Readiness Signals Identified	Potential PMWB Engagements	Risks & Constraints	Volunteer Capacity Match	Final Recommendation Next Steps
Debrief	Scenario	What built or broke trust?	What revealed nonprofit needs?	What signaled PMWB readiness?	What could you implement in 90 days?

Start the Simulation

Let the game begin.

Your team has 20-25 minutes

During the debrief, select one person on your team who could summarize your discussion to the room.



After Simulation, Group Debrief

- What was your scenario?
- What built or broke trust?
- What revealed nonprofit needs?
- What signaled PMWB readiness?
- What could you implement in 90 days?

Group Debrief

- What built trust?
- What broke trust?
- What revealed nonprofit needs?
- What signaled PMWB readiness?
- What could you implement in 90 days?



What Chapters Will Take Home

- Training to Trust Roadmap
- Partnership Model
- Engagement Strategy
- Training Framework
- PMWB Identification
- 90-Day Action Plan



Everything you need to start immediately.

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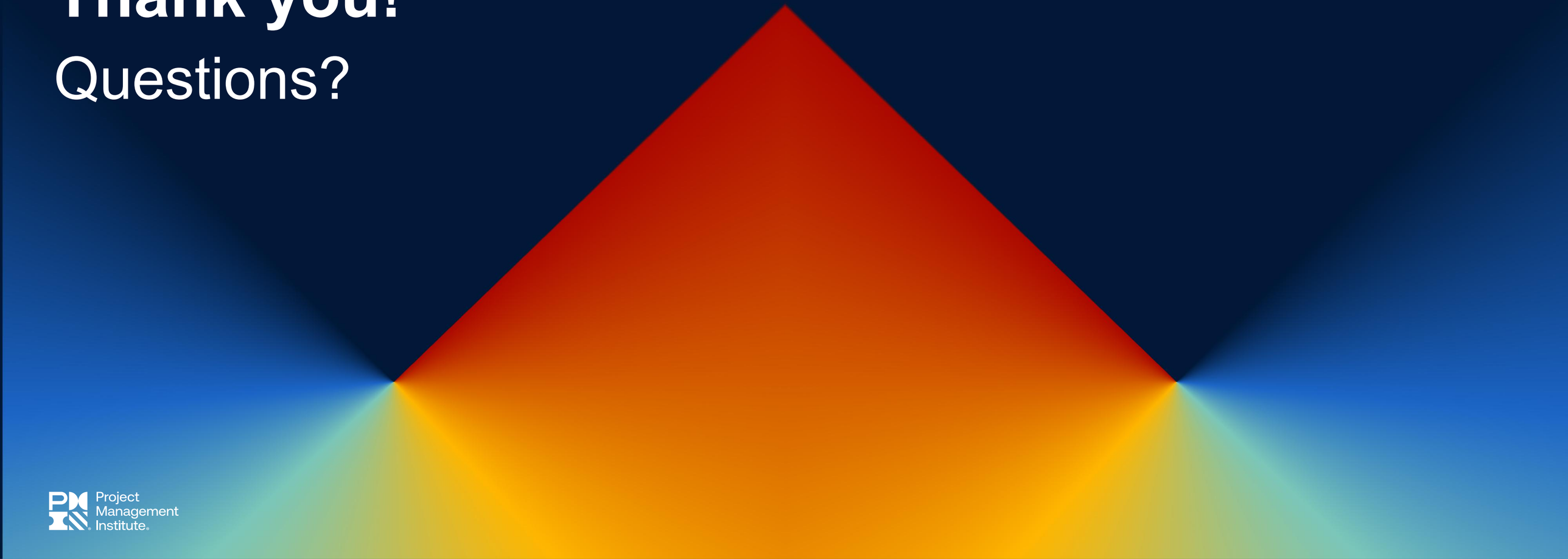
Call to Action - Start Building Today

- Identify one community partner network
- Launch one training program in the next 90 days

Engage → Train → Build Trust → Scale Impact

Thank you!

Questions?



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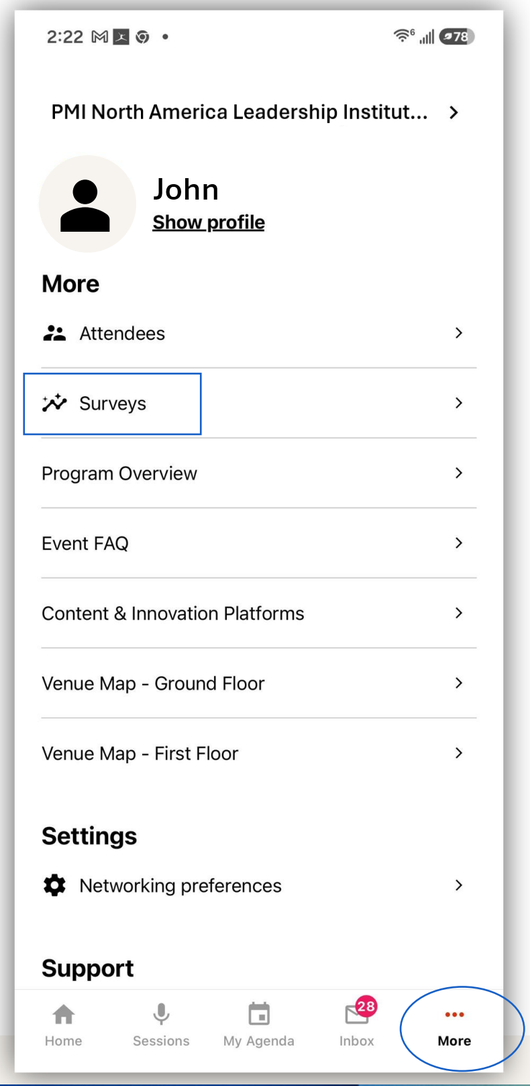
Please Take Our Session Survey!

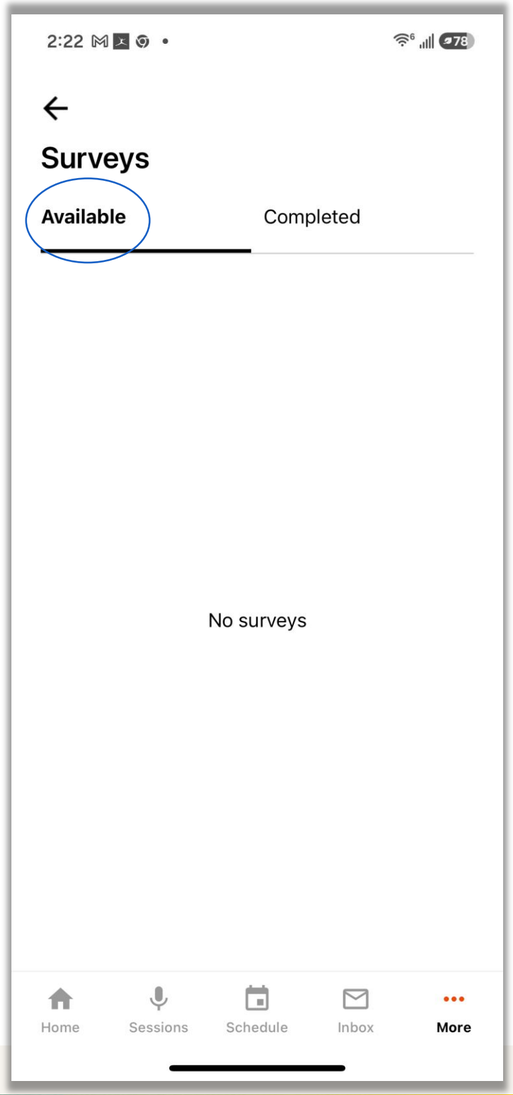
Complete the session survey, located in your **PMI Event App**!

Your feedback is important to us and helps our speakers learn, grow, and improve!!

Access this session's survey:

1. Open the PMI Event App
2. Click the "More" menu item
3. Click "Surveys" to see available and completed surveys
4. Complete the brief survey for this session





From Training to Trust Roadmap

	SCENARIO				
Round 1 **Engage**	First Offer	Value Positioning	Partner Network Priority	Alignment Notes	Early Trust Signals
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Debrief	Scenario	What built or broke trust?	What revealed nonprofit needs?	What signaled PMWB readiness?	What could you implement in 90 days?

90-Day Action Plan

A practical roadmap to launch your first partnerships.



Let’s get started.

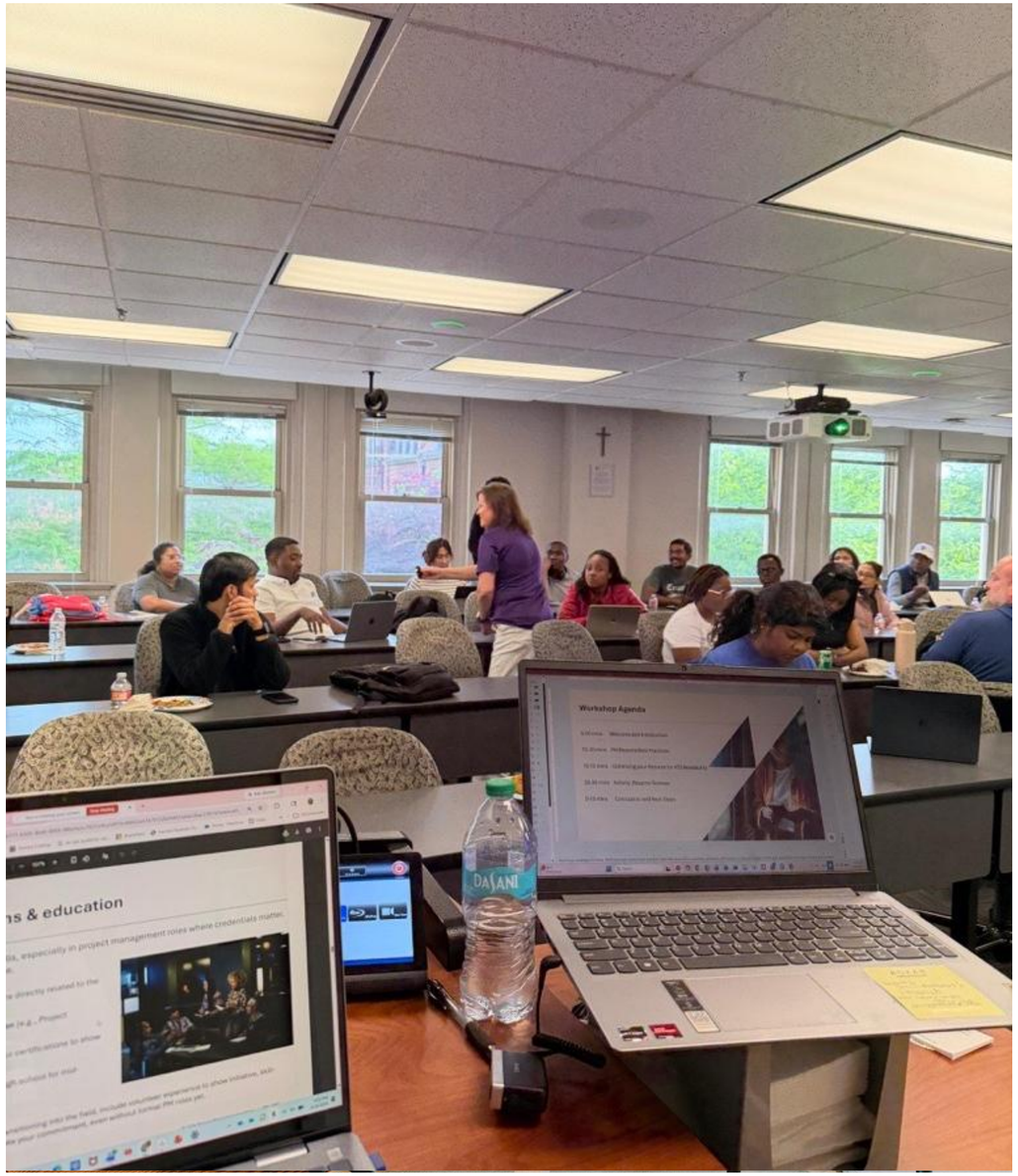
Days 1-30

Days 1-30: Foundation & Alignment

- ✓ Identify partner network
- ✓ Hold alignment meeting
- ✓ Confirm shared goals
- ✓ Define training offer
- ✓ Establish communication cadence

Partnership aligned and greenlit.





Days 31-60:

Days 31-60: Training Design & Deliver

- Finalize topics
- Recruit facilitators
- Confirm participants
- Deliver training
- Capture readiness signals

Outcome: Trust built and nonprofit needs are identified

Days 61-90

Days 61–90: Opportunity Assessment

- Conduct follow-ups
- Assess readiness
- Prioritize opportunities
- Match volunteers
- Draft engagement outline



Outcome: PMWB opportunities identified and ready for action!