

**Lessons in Leadership: Lead, Learn, Pass It On**  
**Part 6 – Networking and Partnerships**

Woman 1: As a leader, you need to know your community. I have five different communities ranging from coal mine, manufacturing to business to -- rural farming. In the social service world, as Head Start is in, comprehensiveness -- you will never have enough money to do all the things you need to do or want. So you learn to network, resource and even then you won't have everything you need to do it. So you have to prioritize.

Woman 2: Building those relationships and knowing what your community needs is a good way to get support for the community that you are in. I remember we started the very first family resource network in Hancock, in Brook County.

Our former executive director and I were a part of that and just the community coming together and saying, this is what we need, how can you -- how can you come in? How can you help us?

Woman 3: Head Start in the community is not the only one that's -- that has that goal of helping children and families. We have the Indian Health Service, we have WIC, we have -- CHR Maternity Child Health. So there is a lot of people that are there, so it's almost like, let's -- let's develop a common agenda.

Who is doing what best, because I know that we are working one on one with children, but there might be someone there that says we can work with parents, we have something going on with parents. Great, let's bring them in for a family health event, so that we can get that information to parents.

Woman 1: We have a lot of community people doing trainings for our parents and at some point in time, as a leader, that is where a lot of your time will be spent, is getting to know the parents and what they want, what they need and nurturing them.

Woman 4: Relationships with parents are always very important. We are caring for their most precious gifts in life and we have to have a good relationship with them, so they trust us to leave their children in our care. They're trusting us to provide their basic needs by -- they are not there.

And also, we have to have good relationships so that we can help them. You know, they may be in -- well, they are in economic hardship, but they may be struggling to meet their basic needs. So we are going -- if they have that trust with us, we can really help them out a lot more than if they don't.

Home Visitor: Hi!

Woman 3: So I think that is what brings me the most satisfaction, is seeing people grow and realize their own capabilities.

Woman 3: I mean, sometimes you can recognize it in people and they don't recognize it in themselves, and all of a sudden it clicks, and you can just see them just blossom.