

FROM TRANSACTIONAL TO TRANSFORMATIONAL

Building Employer Partnerships That Last

Florida ACE Conference | 2026

PART 1

REFLECTION

My institution primarily approaches employer partnerships as:

Transactional A Mix Transformational

One barrier that keeps partnerships transactional:

PART 2

MOVING ONE PARTNERSHIP FORWARD

Identify ONE employer you would like to deepen engagement with:

Employer: _____

Current primary engagement:

One additional touchpoint that would strengthen this partnership:

Who internally would need to be involved?

This partnership is valuable because:

One small innovation I could pilot this year:

If successful, this could create long-term impact by:

★ FINAL COMMITMENT

One action I will take in the next 30 days:
