

Creating a Partnership with Open Door America



1 Getting Started

We invite you to explore our website to learn more about our vision, mission, and attitude. Yes, *attitude*, because we like our cup of tea a certain way. That is to say, we're very passionate about what we do. We see our work as part of a national citizen uprising to reclaim the American Dream for poor and working-class people. While we're grateful for our many community, government, and faith partners, we're especially drawn to free-market, private-capital players who hold the key to solving America's poverty crisis – *JOBS! JOBS! JOBS!*

2 Sharing a Vision

While Americans are overwhelmingly goodhearted, the nation as a whole is grossly misinformed about the causes, characteristics, and consequences of poverty. It is our vision to change how Americans, especially successful and economically-secure Americans, think about poverty. It is our mission to change the fortunes of inter-generationally poor communities, one family at a time. Raising awareness about the "real and present danger" of concentrated poverty is our driving ambition every day.

3 Critical Steps

Hear our heartbeat. Schedule a meet-and-greet teleconference with our Chief Executive Officer and Board Chairman. Following this initial step, Open Door America develops a list of strategic follow-up questions for both parties to respond to in writing. From there, shared goals and objectives, coupled with agreed-upon funding mechanisms, are incorporated into a *Memorandum of Understanding* that forms the basis for a final *Partnership Terms and Conditions* document. Partners also sign a *Non-Disclosure Form* to protect proprietary intellectual property and other confidential information.

4 Methods and Measures

An 80% or greater success rate can be expected in our clients' ability to secure and maintain "living-wage" employment, end dependency on public assistance -- and in cases involving ex-offenders -- remain free and clear of the criminal justice system for as long as they follow the precepts of our core methodologies.

Our clients utilize *The Individual Life Plan (ILP)*, a tailored case management and mentoring strategy that emphasizes 7 critical life domains over a 6-to-12-month period: (1) Citizen Engagement & Community Leadership; (2) Education & Life Skills Training; (3) Employment Readiness & Job Skills Training; (4) Family Stabilization; (5) Financial Strategies; (6) Health & Wellness; and, (7) Life Supports & Crisis Intervention.

Having road-tested the ILP on the streets of Baltimore, we know from hard-earned experience that one full-time case manager can typically service 8-12 clients; one part-time case manager is usually assigned 4-6 clients. When working with the chronically poor in structurally-disadvantaged communities, success is measured in hundreds of ways over a journey of a thousand steps.

5 Contact Us

Open the door to a vital partnership in your community. Contact our Chief Executive Officer at (410) 775-5437 or write to Bill Simpson at bsimpson@opendooramerica.org.