



Becoming a HANO Member Benefit Partner

Our Approach to Partnerships

The **Hawaii Alliance of Nonprofit Associations (HANO)** seeks partnerships with vendors who can provide needed products and services for Hawaii's nonprofit sector.

To determine which member benefit partnerships are a good fit for HANO and our membership, we consider the following criteria:

- Whether the partner company is in good standing, reputable, has a track record within the community.
- Whether the partner company has history of providing services to the nonprofit sector (has existing nonprofit clients that can provide references) and/or has an inherent and demonstrated understanding of what nonprofits need and want.
- Whether the partner company is willing to provide HANO's members exclusive access to discounted or enhanced goods and services that they could not get otherwise on the open market and that are relevant and valuable to them.
- Whether the partner company has demonstrated support for HANO's mission by joining HANO, attending HANO events or in other ways.
- Whether the partner company is willing to offer financial incentive(s) to HANO to further support our mission and membership.

If you are interested in becoming a HANO member benefit partner, please complete the attached form and submit it to Lisa Maruyama at Imaruyama@hano-hawaii.org.

HANO Member Benefit Partner Inquiry Form

Company Name: _____

Address: _____ City: _____ State: ___ Zip: _____

Contact Name: _____ Title: _____

Phone Number: _____ Cell: _____

Email Address: _____

1. Description of product or service your company provides:
2. In what ways are the product(s) or service(s) you offer of value to nonprofits (how would we market you to the nonprofit sector)?
3. Are you willing to offer these products or services either exclusively or at a discounted rate to HANO members?
4. Are you willing to offer financial incentive(s) to HANO to further support our mission and membership? If yes, please describe possible incentive opportunities.
5. Do you currently work with or have nonprofit clients? If yes, please describe.