



**TURBINE**  
ELEVATE

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## Building Strategic Partnerships

### Expand Your Network

Unlock New Opportunities. Accelerate Growth.

No business succeeds in isolation—strategic partnerships can be a game-changer. The right alliances can open new markets, enhance credibility, and drive business growth faster than going solo. But how do you identify, approach, and sustain valuable partnerships that truly benefit your business?

This interactive masterclass equips entrepreneurs with the skills and strategies to build high-impact partnerships, negotiate mutually beneficial agreements, and foster long-term collaborations.

Through real-world case studies and hands-on exercises, you'll learn how to identify ideal partners, craft compelling pitches, and nurture relationships that drive sustained success.

#### Spot the Right Partners –



Identify businesses, organisations, and individuals that align with your vision, values, and market goals.

#### Master the Art of Negotiation



Learn how to structure win-win deals that create shared value.

#### Build & Sustain Long-Term Partnerships



Discover proven techniques to manage and grow relationships for lasting success.

#### Craft & Deliver Effective Pitches



Gain hands-on experience in developing compelling outreach messages to approach potential partners confidently.

# Strategic partnerships accelerate growth & success

facilitated by Renaud Lagesse

## How it works?



### Identifying Potential Partners

Learn how to assess strategic fit based on business goals, market reach, and shared values.



### Negotiating Win-Win Deals

Understand key negotiation techniques to craft agreements that benefit both sides.



### Maintaining & Growing Partnerships

Explore strategies to nurture relationships and maximise long-term value.



### Practical Partner Outreach

Develop and refine pitches, emails, and proposals to initiate successful partnerships

## Who should attend?

This masterclass is ideal for entrepreneurs, business owners, and startup founders who:

- Want to expand their business through partnerships.
- Need practical negotiation and relationship-building skills.
- Are looking for a structured approach to finding and securing the right partners.

**Leverage partnerships to accelerate growth and scale your business with confidence!**

## Get in touch

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turbine.mu



Venue: Turbine, Les Kocottes  
13 AUGUST 2026 | 08:30 - 12:30



Normal Price: MUR 9,000  
Price after HRDC: MUR 2,700

**Apply Now**

