
Partnership Committee Q3 Report

Members: Rebecca Wiggins (Chair), Rhonda Ashburn, Dennis Duquette. Variny Yim, staff liaison.

The Partnership Committee met virtually on May 5, 2021 and June 10, 2021. At the May 5th meeting, Committee members reviewed the “Hot List” of 50 Prospective Partners (see below) and identified organizations they would each try to recruit using a pre-written, “draft” letter that could be customized. At the June 10th meeting, Committee members shared updates and feedback on the outreach process. The personal outreach had resulted in several successful responses from the target organizations. Three former Jump\$Tart Partners have committed to rejoining the coalition: LendingTree, Mortgage Bankers Association, and Regions Bank. Two organizations have submitted new partner applications: National Parents Union and SmartAssets. (See Governance Committee report.)

Calls to Action

1. Partnership Committee needs Members. Presently, we have three Board Members serving and should have a minimum of five. If you can help us identify and recruit new Jump\$Tart Coalition partners, please contact Rebecca or Variny to join the Partnership Committee.
2. The Partnership Committee is asking each Board Member to help us recruit one new Jump\$Tart Coalition Partner – or help us re-engage a former Partner. The list of current Partners can be found at www.jumpstart.org/partners. The “hot list” of Prospective Partners is below. Please let us know if you can help us reach out to any organization on the hot list – or any other national organization interested in supporting the financial literacy effort. You can help by:
 - Providing us with a name of someone the Committee or Jump\$Tart staff can reach out to, as well as that person’s contact information. –or–
 - Reaching out to your own contact on Jump\$Tart’s behalf. Staff can provide support materials and/or can do a follow up to provide more information after your initial outreach.

The Committee’s immediate objectives are to:

- Continue e-mail outreach campaign to prospective Partners.
- Create “onboarding” page on the Jump\$Tart website for new and returning Jump\$Tart Partners.
- Follow up with fellow Board Members to: 1) identify one prospective partner and personal contact for Jump\$Tart (can be on “Hot List”); 2) e-mail personal contact/prospective partner using “draft” email. **Please contact Rebecca or Variny with information by August 5th.**

Prospective Partner Hot List

Prospect	Status*	Who Can Help?
AccessLex Institute	Rebecca is pursuing.	
AARP Foundation	Former partner.	
Actuarial Foundation	Former partner. Dennis is pursuing.	
Allstate	Rebecca is pursuing.	
ACLI	Dennis is pursuing.	
American Student Assistance		
Ameriprise		
Ariel Investments		
Andson	Former partner.	
Banco Popular	Rhonda is pursuing.	
Bank of the West	Former partner.	
Boys Scouts/Girls Scouts		
Capitol One	Former partner. Rebecca is pursuing.	
Children's Fin. Network	Former partner.	
Consumer Action		
Credit Builders Alliance		
Consumer Bankers Association	Former partner. Rhonda is pursuing.	
Cricket Media	Former partner. Rhonda is pursuing.	
Debt Reduction Services	Rebecca is pursuing.	
Deloitte & Touche	Rhonda is pursuing.	
DECA	Former partner. Rhonda is pursuing.	
Edelman Financial Svcs.	Former partner. Variny is pursuing.	
FCIC	Former partner. Rhonda is pursuing.	
Fin. Health Network	Dennis is pursuing.	

* Unless the prospect has applied, re-joined, or firmly committed, additional support from Board Members would be welcome.

GM Financial		
InnovateX	Variny is pursuing.	
It's a Habit	Former partner. Variny is pursuing.	
JP Morgan Chase		
LendingTree Foundation	Has committed to return. Dues invoice sent.	
Lightbulb Press	Former partner.	
Money Savvy Generation	Former partner. Variny is pursuing.	
Morningstar	Rebecca is pursuing.	
Mortgage Bankers Association	Has committed to return. Dues invoice sent.	
NASDAQ		
Treasurers Foundation/NAST	Former partner. Variny is pursuing.	
National Consumer League	Former partner. Rhonda is pursuing.	
National PTA		
OneMain Financial	Rebecca is pursuing.	
Penchecks	Variny is pursuing. Lead from EduNetwork Partners.	
Prosperity Now		
Principal Financial Group	Variny is pursuing.	
Regions Bank	Has committed to return. Dues invoice sent.	
Sallie Mae	Variny is pursuing.	
State Farm		
TD Bank	Rhonda is pursuing.	
Take Charge America		
TIAA-CREF	Former partner.	
Treasury		
United Way		
Vanguard	Former partner.	