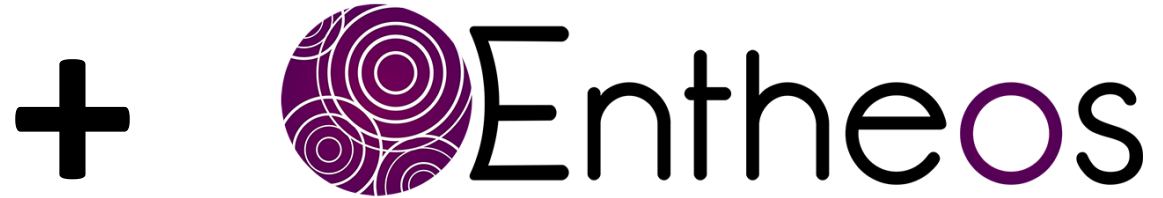




# A Successful Humanitarian Trip Requires a Great Partnership

Laurel Gregory, Sandy Riley, Nimet Adam



**Entheos Hearing Connection DBA HearingTheCall.org**, a 501c3 not-for-profit organization, was founded in June of 2016 to support the existing efforts to bring hearing health care around the world. HearingTheCall.org accepts donations to purchase hearing aids, supplies, equipment and scholarships for students in the communities we serve to create long-term sustainable hearing health care through humanitarian trips.

**Entheos Audiology Cooperative** is a cooperative composed of private audiology practices from around the country who are passionate about giving back and providing humanitarian hearing health care around the world, in a sustainable and dignified way. Our audiologists use their small local businesses as conduits to a larger vision- to make a positive impact on the estimated 466 million people in the world who suffer from disabling hearing loss (432 million adults and 34 million children). Entheos' private practice audiologists donate their time and their talent and self-fund their humanitarian trips.

# Humanitarian Partner/locations:

Guatemala-Smiles that Listen

West Bank

South Africa-eMoyo

Mozambique-RAF

Zambia-FOL

Turks & Caicos

Guatemala-Woodland

Lebanon

Jordan

Ecuador- Manta Woodland

# Your Potential Partner

---

- ❖ Make sure your partner is legitimate and a good fit
- ❖ Have a score card for vetting your partner

# Starting the vetting process

1. Are they legitimate?
2. Do they match your values/mission?
3. What is their purpose statement
4. Who are their friends—other partners?
5. Do we mutually benefit each other?

# 5 steps to the vetting process

1. Are they legitimate?

A. Are they registered with their government

B. Do they have an active website

I. Can you glean their values and mission from site?

II. Who is on their board/staff-google

C. Are they active on social media

# 5 steps to the vetting process

2. Do they match your vision/mission?

# Humanitarian Vision

---

Hearing the Call and Entheos Audiology Cooperative want to create long-term sustainable hearing health care through humanitarian trips.

- ❖ A three-step process: relief, development and empowerment
- ❖ Timeline: 7 - 10 years, tailored to community and culture



# 5 steps to the vetting process

3. What is their purpose statement, values/vision?

## 5 steps to the vetting process

### 4. Who are their friends—other partners?

- We don't want to duplicate—our partner works with us exclusively

## 5 steps to the vetting process

5. Do we mutually benefit each other?

- Identify needs and opportunities to help each other
- What are your expectations?
- What are their expectations?

# Vetting Scorecard

SUMMARY DASHBOARD					
FOUNTAIN OF LIFE	Strength Green	Opportunity Yellow	Concern Orange	Vulnerability Red	Notes
<b>CULTURE</b> Do they have a developed business/give back model? Do they strive to be servants on the ground?	✓				They are building schools and clinics in Zambia, and the government will hire people to staff the location.
<b>FUNDING</b> Able to provide funds to reduce the cost to members? Is the trip and travel to the location low cost and affordable? Do they have the possibility to hold unique fundraisers?		✓			Not providing any funds, but raise funds to build infrastructure. Unique fundraisers including Princess
<b>GROWTH AND DEVELOPMENT</b> Does the partner share a common PURPOSE and sustained by a willingness to grow and learn together. Are they willing to grow the relationship?	✓				
<b>LOCATION</b> Is the location desirable to members? Is it easy to travel? (Time & Expense) Does the area offer cultural and tourists opportunities? Good to bring family? Safety based on World Peace Index.	✓				State of Peace: High
<b>SUSTAINABILITY</b> Tangible and intangible assets available? Do we have a shared vision for long-term sustainability? Can they help build capacity and sustainability in a 7-year period? Are they able to build infrastructure on ground?	✓				They develop on ground infrastructure. In partnership with CBM grant, creates more potential for sustainability within 5 years.
<b>ACCOUNTABILITY</b> Do they have proven results on the ground? Are they willing to be accountable to goals? Can we measure and manage accountability?	✓				They have built several schools and a maternity clinic. Have a contact person on the ground that helps organize and is accountable. NEED STRATEGIC INFORMATION
<b>ASSETS</b> What assets do they currently have in place? Do they have ENT & Medical personnel on the ground? Do they have any infrastructure in place on the ground?	✓				Infrastructure establish and built Partnership with CBM to train 12 audio technicians
<b>MEDIA</b> Does partner have any established media ties? Is the area an attractor or detractor? Does the market have local ties to a location?		✓			Yes, but not reliable, future development of new media. The area is an attractor for the cultural aspects.
<b>STUDENTS</b> Is it a good location to bring students? Can the students be engaged?			✓		Good training ground for students but travel time and cost are limiters.
Background Check					

# Relief Scorecard

Relief		
<u>Primary Partner:</u>	Sub Total	Explanations/Goals
Hotel		
Ground Transportation		
Meals		
Entertainment		
Clinic Sites		
<b>On Ground Challenges:</b>	Sub Total	Explanations/Goals
Customs, easy to get equipment and supplies across the border		
Enough qualified and dedicated translators		
Food, water and electricity in clinic		
Reliable follow-up for batteries and hearing aid cleaning		
Safety		
Enough clinic space		
Appropriate patient counts, not too many or too few (ie audiologist x )		

Where are the patients being sourced from? (Schools, orphanages, hospitals, other clinics, special ed, unknown..)		
How are the partners marketing our clinic? (radio announcement, clinics...)		
<b>During Relief we are developing numerous contacts on the ground:</b>	Sub Total	Explanations/Goals
Local audiologists		
Doctors and nurses		
Non-profit organizations such as Rotary		
Business contacts		
Sign language		
Special needs schools		
Cochlear implant		
<b>Clinic Needs</b>	Sub Total	Explanations/Goals
Care and use instructions in the primary native language		
Care and use guide with pictures to use in clinic in English and the primary native language		
Gathering info on general hearing loss trends to determine future hearing aid needs		
Gathering patient stories for cause marketing		
<b>Total Relief Score: _____</b>		

# Development Scorecard

Development		
Vetting Stakeholders that fit our values and philosophy:	Sub Total	Explanations/Goals
Universities		
Local audiologists		
ENTs		
Other medical professionals		
Community leaders		
Trainees		
Special schools		
Sign language opportunities on ground		
Needs analysis for local clinic:	Sub Total	Explanations/Goals
Equipment		

Training		
Support		
Awareness and community education		
Partner manages:	Sub Total	Explanations/Goals
Patient list and paperwork		
Any items stored in-country		
Battery supply for patients following up		
Cleaning and servicing hearing aids		
Continuing community hearing loss awareness and education		
<b>Total Development Score: _____</b>		

# Empowerment Scorecard

Empowerment		
Sustainability	Sub Total	Explanations/Goals
All basic equipment is furnished locally		
The Circle of Giving Model is established and local funding supplements clinic overhead		
Local trained provider or audiologist attends Entheos member meetings		
Monthly patient stats are being tracked by local provider and sent to Entheos		
Quarterly calls between local provider and lead Entheos audiologist		
<b>Total Empowerment Score: _____</b>		

# Funding Scorecard & 7-year Analysis

Funding Status		
Private donors		
Business sponsorships		
Grants		

Seven Year Analysis							
Year 1 Total Score	Year 2 Total Score	Year 3 Total Score	Year 4 Total Score	Year 5 Total Score	Year 6 Total Score	Year 7 Total Score	Year 8 Total Score

## Scoring

1- Failing

2- Poor

3-Average

4-Good

5-Excellent





Thank you!

To hear more about this topic,  
come visit us at our table or email:  
[Sandy@EntheosHearing.com](mailto:Sandy@EntheosHearing.com)

