

Personal Tips: Networking



Don't underestimate the value of networking, and just see it as people chatting and wasting time. If you use the opportunities effectively, it can provide:

Support and encouragement from like-minded others:

- Sharing
- Supporting
- Socialising
- Inspiring
- Motivating and confidence building
- Unloading

Learning and skills development:

- Exchanging information
- Learning from others' experiences
- Gaining expertise
- Mentoring

Trading:

- Trading within the group
- Acquiring contacts for sales or supplies
- Generating and testing ideas

Setting up your own network:

You can set up your own network with the people you've met on this workshop, through the online community, through your friends and old colleagues, for example. There are some basic issues that you need to decide on for your own networking. Remember that you can't please all the people all the time! You need to decide:

- **How often?** Weekly, fortnightly, monthly etc: too few won't achieve a sense of involvement; too many means people won't be able to attend because of other commitments.
- **What time of day?** Different times suit different women depending on their work and caring commitments, etc. Find out what your group wants.
- **Where?** Comfortable, safe, parking, access to public transport, central, etc, depends on your women.
- **How?** Food? Finance? Room conditions? Depends on your women, local cafe for example.
- **Virtual networking through the online environment**