

WIN/WIN Networking

Mutual Support

Complimentary Community

Internet

SUCCESS FORMULA= Identify needs + apply relative tips + participate with respect in community + empathetic listening + follow up + collect #'s + action

NETWORKING TIPS:

- Know your networking needs
- Talents, skills, interest
- Card file
- Participate w/win/win attitude
- Have fun
- Reciprocate
- Trade referrals
- Follow up respectfully
- Co-mentoring
- Print phone notes/objectives
- Communicate essence/phone
- Limit travel



HEALTHY RELATIONSHIPS-FRIENDSHIP, MATES & MENTORS-Fill out the MENTORS section with people that believe in you.

- Offer & ask for compassion-understanding & acknowledgement with feeling
- Value your community needs, talents & contributions
- Interact with "mutual" respect
- Support others to share themselves & their ideas.
- Request & explain your need for equal time
- Keep your agreements w/yourself & others
- Respect yours & other's boundaries
- Reliable
- **Equitable** listening, giving & receiving
- Responsible for your own feelings & needs
- Relationship agreement/understanding/commitment

EMPATHATIC (ACTIVE) LISTENING

- Look for common goals, values, roles, causes & needs
- Maintain eye contact
- Equal time, effort & respect
- Not interruptions or judgments.
- Acknowledge other's ideas, feelings etc. Respect differences
- Optional feedback

Write on the Community Action Plan what you have to contribute to communities & your needs

HOW TO CREATE COMMUNITY

- Describe the type of community that reflects your values & needs.
- Write a step by step strategy for finding & participating in communities
- Check the Internet & Phone book for these communities
- Participate with a nurturing (look for the good and praise it) attitude
- Choose from the Human Potential Resource Guide
- Support other's ideas that you relate to
- Be in service within limits

COMMUNITIES-Healthy communities are constructive, inclusive & ethical

- Meet consistently
- Have common purpose & or values
- Recognize themselves as a community
- Have various levels of trust & intimacy
- Constructive or Destruction?



COMPLIMENTARY COMMUNITIES: Fill out on the NETWORK & INTERNET section for communities that reflect your values

BASIC INTERNET:

- LIBRARY INTERNET & COMPUTER CLASSES-check city & county libraries for free classes in everything from basic & advanced Internet to Power Point.
- FREE EMAIL: ask librarians to show you how to obtain a free Internet & obtain a free email address such as www.yahoo.com.
- FREE INTERNET SERVICE PROVIDERS (ISP) & free email-(national)-www.fastmail.com www.juno.com www.nocharge.com . Call ISP's 800 # for installation CD
- ISP's provide the network for email & have browsers to search the Internet for websites & information. Some email providers (yahoo) are not ISP's
- SEARCH ENGINES-Google, Ultra Vista will help find information by topic & or category
- BROWSERS @ the subject box in the top portion of the screen & search the World Wide Web (WWW). Use "" "classic autos" for a more specific search.

INTERNET EFFECTIVENESS:

- BULK OR GROUP MAILING-one message be distributed to up 50 people at the same time. Email groups are featured on most email services
- LIST SERVICES- register for "list services" you can receive information on events & organizations of interests & send messages to thousands-www.thepeopleweb.org
- SHORT MESSAGES-no ones has the time or memory for large (they take up memory) r long novels. Preferably us outlines w/summaries.
- CHAT ROOMS can be fun if you limit your time with them. Be focused on your conversation goals
- SPAM is any message that is unsolicited or not requested.
- RESPECT limits, privacy, boundaries & most will respect yours. Don't Spam under any circumstances. Delete Spam messages by groups.
- EMAIL-refrigerated news. Preferably answer important news right away to maintain credibility
- CIVILITY & BRIEVITY wins the day. The Internet is a powerful tool that can be used to abuse or amuse.
- INTERNET COMMUNITIES are the best opportunity to be involved in community & develop networks that support your needs.
- LOOK FOR THE GOOD & PRAISE to build a mutually supportive community.
- REPLY quickly to maintain reliability
- COMMON GROUND-look for similarities & common values or interests

ACTION PLANS: (necessary for results)

- Identify social needs
- Prioritize needs & communities
- GOALS set goals & prioritize 1's, 2's, 3's
- Schedule action commitment for number 1's