

Checklist | Enriching a Hub

Networking

You can take the positive impact of your Hub to new heights by networking in your community and beyond.

Be a great networker

Networking is the exchange of information and expertise.

You can be a great networker by:

- ✓ Making networking a **life skill**, not just something you do when you want something
- ✓ **connecting** with others and **staying connected** by following up and staying in touch
- ✓ treating networks with **integrity, respect** and **sincerity**
- ✓ **listening with your heart** as well as your ears when you talk with people
- ✓ networking **ethically, professionally** and **courteously**
- ✓ understanding that networking takes **time** and **effort**.

Principles of great networkers

Follow the principles of great networkers:

- ✓ **Abundance:** There is an abundance of possibility and opportunities for everyone.
- ✓ **Reciprocity:** What you give out comes back tenfold. If you give out help, you get back help.
- ✓ **Giving without expectation:** Do something for someone not to get something back, but to help them achieve their goal.

Source: 'The power of networking' by Robyn Henderson, in *Understanding influence for leaders*.

Find out more at:

www.communityhubs.org.au/running-a-hub/enriching-a-hub