

FACT SHEET 6 – EFFECTIVE NETWORKING

Networking is about developing strong and mutually beneficial relationships. Networking links people and information, ideas, resources and creates opportunities. Building networks and contributing to them can assist you to achieve your goals and those of others.

Steps to building your networks

1. Define your objective and identify how other people might be able to help you.
2. Be visible and take the opportunity to go where other people are through conferences, gatherings and events.
3. Make contact by approaching and talking to people through common issues or recent events.
4. Get the contact details of people you meet and share your details with them.
5. Follow up on any advice or information that you were provided or gathered.
6. Search the internet for possible groups or associations and make contact.
7. Stay in touch.

Some of the networks and networking opportunities in sport include;

- Sports conferences and forums.
- Coaching conferences, accreditation courses and coaches associations.
- Official accreditation and education courses.
- Sport AGMs, President meetings, Council meetings
- State Sport Confederation meetings and AGMs.
- Women and Sport interest groups and associations.
- Leadership, governance and management courses and forums.
- State, national and international events and competitions.
- Government meetings, forums, information sessions etc.
- Participate in suitable chat rooms an on-line communications with other sports.

Networking can be formal or informal. Having a coffee get together, sending emails or even just sending a Christmas card all help to maintain relationships in an informal way. Attending regular meetings, functions or organising social functions help to formalise networks and develop quality connections and relationships.