

## Taking a Strategic Approach to Networking

Use the suggested questions and resources below to develop a plan that will help you take a strategic approach to networking.

### Before meeting with your mentor

1. Think back to your professional development goals for the next one to five years - which goals are related to networking or could be fully or partially achieved through networking?
2. Take stock of the time and money you have available to spend on networking. Based on this, think about how many events/activities, of what type, and in what location you might want to attend. For example, if you have limited money but a lot of time, you might focus on attending several events in your area. If you have little time but a chunk of money to spend (e.g. from a fellowship or a professional development fund) you might consider choosing a conference in a location you're interested in moving to.
3. Identify individuals you would like to connect with. Using the ASAP website, or other resources, identify at least three people to reach out to. These may be people that have your dream job, people that are working on similar projects, people that have written articles you have read, etc. (See "[Discovering People](#)" below)
4. Brainstorm ideas for connecting with these individuals via email or in person. Do they have a recent accomplishment that you can congratulate them on? Do you have an achievement to share with them? Will you be attending a conference with them? (See "[Getting Prepared](#)" below)
5. Consider additional activities to improve your networking. This may include:
  - Exploring events that you may want to attend. (See "[Discovering Events](#)" below)
  - Taking stock of your online presence and identifying specific activities that make you noticed and make people want to reach out to you. (See "[Getting Noticed](#)" below)

### During your meeting with your mentor

1. Share your networking goals.
2. Discuss the individuals that you identified to connect with and why.
3. Seek feedback on your plan to connect. Ask your mentor if they know the individuals you want to connect with and they can make an introduction. (The answer is probably yes - the adaptation world is small!)
4. Brainstorm additional ways you can take a more strategic approach to networking. You may want general advice about good events to attend or you may consider using this time to get more specific feedback on your ASAP profile. This is an opportunity to ask all your networking questions, like how to start a networking conversation.

# ASAP Mentorship Program

Engage in meaningful one-on-one interactions. Grow the field of Adaptation.

## Networking Resource Guide

Use this guide to leverage resources that will help you take a strategic approach to networking.

Resource Color Key:

<b>YOURSELF</b>	<b>YOUR MENTOR</b>	<b>ASAP RESOURCES</b>	<b>OTHER RESOURCES</b>
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View [this guide](#) to learn how to use ASAP resources

<https://adaptationprofessionals.org/wp-content/uploads/2018/07/Website-User-Guide-1.pdf>

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### Discovering Events

- Use the ASAP newsletter “from the ASAP Office” and “Events” sections
- Join a local listserv, newsletter, or network to make sure you’re notified about local events
- Ask your mentor to recommend other places where they look for events

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### Discovering People

Look inward at your own network (linkedin, in person, etc) and think about how you can make better use of the connections you already have

Use the ASAP website to find a few members you want to connect with.

- Ask your mentor if they know any of the members you found and request they facilitate a connection.
- Use the ASAP website to directly message members

If you’re planning to attend an event:

- Take stock of who may wish to connect with at the event
- Ask your mentor and other colleagues/classmates/professors if they know anyone attending the event and ask them to put you in touch.

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## Getting prepared to have meaningful conversations

Be aware of others' accomplishments so you have something to say to them when you meet them

- Use LinkedIn and Google
- Check their recent activity on the ASAP website (file uploads, etc)

Stay up to speed on adaptation news

- Read the ASAP newsletter - look at new resources and notice who is putting them out
- Read your ASAP Digest
  - Click "ASAP Digest" at <https://adaptationprofessionals.org/>
  - Click "Add interest topics to see more content in your digest"
  - Check the topics that are of interest to you
- Participate in your local community via committees, local news, etc.

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## Getting noticed so people reach out to YOU

Use ASAP website and social media to your advantage

- Upload media on the ASAP website
- [Sign up](#) for a mentorship profile week and [submit your profile form](#)
- Write a blog post or newsletter lead story
- Join and contribute to an ASAP group
- Use ASAP social media presence to your networking advantage