

*Nothing about us without us*



**PEER CONNECTION:  
How to network professionally  
and collaborate with peers**

*Nothing about us without us*



California Association of Mental Health Peer Run Organizations



**Natalie Conrad, ITE**

## **PRESENTER**

- Program Manager for Building Peer Leadership a capacity building and leadership program of CAMHPRO.
- Founder of Erase the Stigma Now, a nonprofit project providing education and public forums openly discussing mental illness and stigma.

# OBJECTIVES

- Learn about opportunities to network
- Craft your introduction for networking
- Discover why follow-up is essential to networking

# NETWORKING



What is networking ?



Where are the opportunities to network?



Network online versus in-person

*Nothing about us without us*

# NETWORKING IS:

the exchange of information and ideas among people with a common profession or special interest, usually in an informal social setting.

Networking often begins with a single point of common ground.



*Nothing about us without us*

# WHERE TO NETWORK

Classes/Workshops

Conferences

Group meetings

Events

Resource Fairs



# YOUR INTRO



7 seconds is all you've got!



Elevator speech - what is it and who needs one

*Nothing about us without us*

# FIRST IMPRESSIONS



**Survey Says!**

#1 Element  
for Making a Good Impression

Smile

Eye Contact

Personal Presentation

Be Authentic



*Nothing about us without us*

# ELEVATOR SPEECH

## Components:

- Introduction
- Experience
- Goals & Solution
- Ask !



# FOLLOWING UP



Essential for building relationships



A system makes things easier



Keep it organized

*Nothing about us without us*

Find shared Passions

Make it a Win-Win

Trust Them

Share Knowledge & Skills

Help Them

Listen & Learn

Motivate Them

**we build** **relationships**  
**not email lists**



*Nothing about us without us*

# FOLLOW UP S.Y.S.T.E.M.

*(saves you stress, time, energy & money)*

## Have a plan

1. Send an email to the person(s) you spoke to within 36 hours.
2. Keep it short, sweet and focused on them
3. Connect on social media, give value
4. Invite them to an event or schedule a one-on-one



# BE ORGANIZED

1. Use phone/calendar reminders to follow up.
2. Input their information in your contacts, noting when and how you met them.
3. Choose a future date to reach out again.
4. Ask if they would like to receive email newsletters or project updates. (Don't assume)

*Nothing about us without us*

## Craft Your Introduction



## Network with Peers



## Follow up & Organize



Nothing about us without us



## ARE YOU READY TO NETWORK?



We want peers who are underrepresented to have more leadership opportunities!  
Join our networking groups and attend our forums!  
**[tinyurl.com/networkingpeers](https://tinyurl.com/networkingpeers)**

Building Peer Leadership in California is a three-year project funded by the U.S. Department of Health and Human Services, Substance Abuse and Mental Health Services Administration (SAMHSA). SM22009



*Nothing about us without us*



California Association of Mental Health Peer Run Organizations

*Stay Connected!*

natalie@camhpro.org



camhpro.org



@camhpro



@camhpro



/camhpro



/camhpro

