

Effective Agency Networking Strategies to Assist AgrAbility Participants

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Workshop Plan

- Networking, what is it?
- Networking Opportunities
 - CalAgrAbility participant stories
- Collaborative Time (20-25 minutes)
 - Networking strategies from the audience



What is networking?



Networking, what is it?

- Being in a windowless hotel conference room with many people we do not know...
 - 70% of contacts are not followed up!
- Ongoing organic process of building relationships with people you like...
 - Life long practice of meeting people you can contribute to



ACTIVE Networking Tips

- Focus on **giving, giving, giving** vs. getting
 - Knowledge of what AgrAbility is and does
- Listen more than you talk
 - Get to know the **passion** behind the profesional
- Think long term
- Do not over commit
- Take action immediately, if you agree to do something for someone
 - Email the resource you're talking about immediately, less work for you later
- Go to events/presentations with the idea to make a friend



Information/AT/Health Fairs

- Have 2 people staff the booth or arrive early
- Connect to learn about resources
 - Increase your resource library
 - Get requests to present about AgrAbility

Student Group Project


- Student Group-**United for Cause**
 - Brochure picked up at a school resource fair
 - 5 students with a goal to help
 - Passion for farming and helping!
 - Fundraised by going door to door
- Farmer
 - Harvest Festival
 - Tennis elbow
 - Crutches adapted to be a seed sower



I just wanted to say thank you to the boys at United For Cause who raised monies to purchase this Jang seeder to help make my job easier. A thousand thanks gentlemen! Kale ya, let put some seed in the ground!



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 [Lindsey Downing Collier](#), [Sean Kennedy](#), [Eco Chic](#) and 5 others like this.

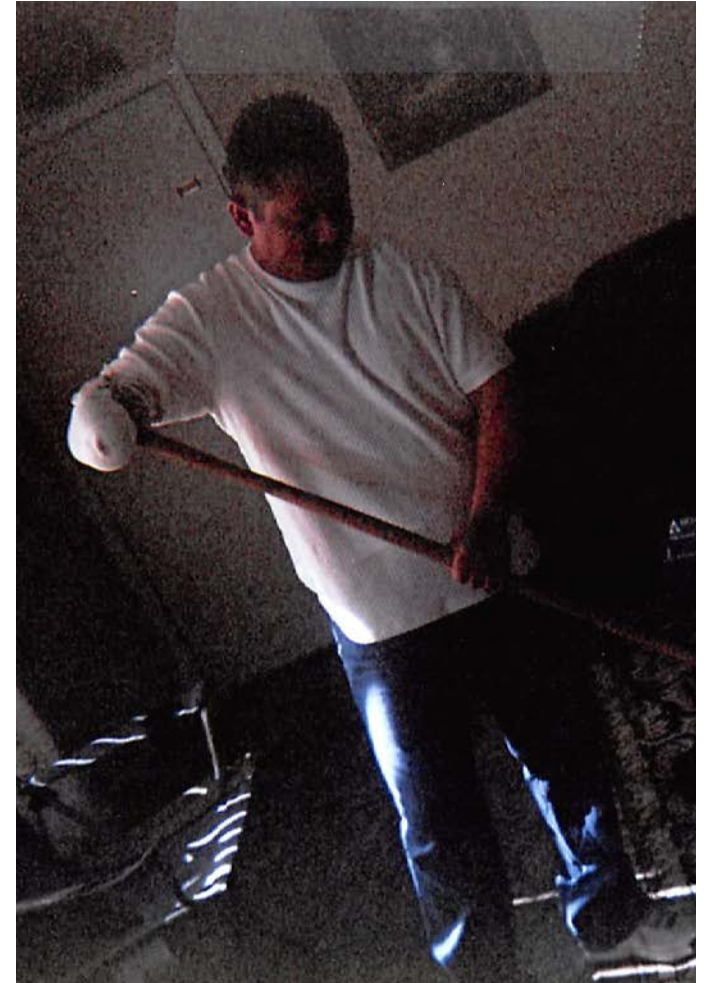


Sean Kennedy AWESOME!

February 23 at 4:59pm

Pro-Bono Work



- The prosthetists
 - AT and Disability Action Day
 - Stayed in contact with their office, follow up letter
 - CalAgrAbility participant story was valuable to them
- Farmworker
 - Amputation from a vehicle accident 10 years ago
 - Employment Development Center referral
 - Watermelon and onion harvest





AgrAbility

25 YEARS, 25 STORIES

 1991-2016 

Cultivating Independence for People with Disabilities in Agriculture



Collaborative Meetings (including conferences)

- Try to attend continuously
 - Bimonthly, Quarterly, Yearly
- Become a resource
 - Talk about your program, share stories
- Communicate
 - Confirm your attendance
 - If you cannot make it, let them know
- Get personal, but stay professional

Department of Rehabilitation

- The counselor
 - Attends a Yolo County collaborative
 - Many conversations about farming world and rehab
 - DOR numbers, 'fast' cases
- The farmer
 - MS
 - Goats, pigs, fruits and vegetables
 - Cooling vest, cooler
 - Farmworker health programs



SRAP Strategies— Adpated for your state!

- NTW 2014
- CalAgrAbility 2016

MEET
LISTEN
ADAPT
APPLY

The screenshot shows a web browser window with the URL `calagrability.ucdavis.edu/lending-library/`. The page features the CalAgrAbility logo and a navigation menu with links: Home, Resources, Fairs and Events, Stories, Workshops, Tools, Event Locator, Contact, and FAQ. The 'Tools' section is active, displaying a paragraph about the AT Exchange Lending Library and a link to a Spanish guide. Below this is a section for the 'Ability Tools' AT Exchange, which includes a search bar, a 'Login' button, and a navigation menu with links: HOME, MY ACCOUNT, ITEMS, CONTACT US, and HELP. The search bar contains the text 'START HERE: Enter Keyword or Phrase' and a dropdown menu set to '- All Categories -'. The search button is labeled 'Search' and there is a link for 'Advanced Search'. At the bottom of the AT Exchange section, there is a red bar with the text 'BORROW - BUY/SELL - DONATE - TRYOUT - GADGETS & DEVICES'.

Multiple Agencies Collaborating



Meet

Thrive

Enjoy

**Active
Networking**

Create

Talents

Inspiration



Before Collaborative Time...

Questions?



Collaborative Time

- What has been your experience with networking?
- What are some of your networking strategies to support your AgrAbility participants?

Collaborative Time

- Agencies with which you collaborate?
 - How did you make the connection?
 - How did you maintain the relationship?
 - Success stories?



Thank you

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