

What works (and what doesn't)

What works

- Regular communication – particularly by e-mail
- Getting a few influential people join, then everyone wants to join
- Getting some champions to promote the network
- Building a really good steering group who believe in the network to help and advise
- Trying to ensure a personal and friendly service
- Making it fun to belong
- Providing practical advice which members can really use
- And ...enabling members to network with each other as much and as often as possible

And what doesn't

- Assuming that members are networking – they often need someone to help them get going
- Too many meetings– people are too busy – make sure that there is a reason for getting people together and where they can see the benefits
- Holding meetings at times and in places that don't suit most members
- Producing a lot of printed material – people don't generally read it unless they are really interested in that particular topic
- Assuming that people will turn up for meetings – they need reminding!

Charity Trustee Networks
2nd Floor, The Guildford Institute, Ward Street, Guildford, GU1 4LH
Tel: 01483 230280
E-mail: info@trusteenet.org.uk
www.trusteenet.org.uk

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