

Wound Care Canada Guide to Networking

Networking is productive and fun, which is why it will always be a part of professional growth. Here are some guidelines to help you network:

- Attend functions where you can meet professional contacts. Conferences, educational sessions, meetings and social events are great places to meet others who share your interests.
- Join committees and task groups made up of people you don't regularly work with.

When you meet someone new:

- Always have a current business card ready to hand out, and

make sure that you obtain the business card of the person you are networking with to be used for follow-up.

- Establish an attitude that is directed to helping someone out—not a “what is in it for me?” attitude. Always watch for opportunities to help the people around you. Make their needs a priority, and don't expect *quid pro quo* (payback). Be there for people because it's the right thing to do.
- Listen very carefully to the person you are speaking with and respond appropriately.
- Build a relationship through

professional interests.

- Follow up with each contact you make within 48 hours.

At conferences:

- Go through the conference agenda and identify people you want to meet.
- E-mail these people ahead of time and set up a meeting time and place at the conference.
- Use conference-related social events as a place to meet new people. At dinner try to sit beside or near the people you want to get to know.
- The exhibit hall can be like the hallway at high school: a place to bump into people and stop and

talk. If you meet people here, you can set up a meeting for later where you can talk without distraction.

- Organize informal meetings with like-minded health-care providers, (for example, occupational therapists), and book a meeting room to discuss topics of interest.

Networking is described as meeting people whom you can help and who can help you. As Ralph Waldo Emerson stated, “It is one of the most beautiful compensations of this life that no man can sincerely try to help another without helping himself ... serve and thou shall be served” ☺

Corrections

In the special “Best Practice” issue of *Wound Care Canada* (Volume 4, Number 1):

In the article “Best Practice Recommendations for Preparing the Wound Bed: Update 2006,” Table 9 on page 25 should have indicated that *some* silver dressings *can* be moistened with saline.

In the article “Best Practice Recommendations for the Prevention and Treatment of Venous Leg Ulcers: Update 2006,” in the first line of Table 3 on page 50, for “Low” pressure, with the characteristic “Single Layer” the example should be “tensors” not “Comprilan™.”

Dans le numéro spécial de *Wound Care Canada*, sur les Recommandations des pratiques exemplaires (2006, Volume 4, Numéro 1):

Dans l'article « Recommandations des pratiques exemplaires pour la préparation du lit de la plaie : Mise à jour 2006, » le Tableau 9 à la page 81 aurait dû indiquer que *certain*s pansements d'argent peuvent être humidifiés avec de la solution saline. Mupirocine: aurait dû être classé comme un agent pour le SARM et non pour le *Streptocoque*.

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