

Time for some action. Download Worksheet 4. Read through the list of strategies to maintain your network, and read through the list of potential (dis)advantages also presented in the table below. Then, assign the advantages and disadvantages to the various strategies presented as a list. Several advantages or disadvantages can also belong to one strategy. This may vary by country and situation.

<b>WORKSHEET 4</b>		
<i>Strategies to maintain your network - Advantage or Disadvantage?</i>		
<b>Strategies to maintain your network</b>	<b>Advantages (A-L)</b>	<b>Disadvantages (A-H)</b>
Send regular newsletters by e-mail		
Inviting personal contacts to dinner		
Organise an event with people with disabilities (e.g. with an inclusion music group)		
Organise events on the subject (lectures, fireside evenings, entertaining events, cabaret, etc.)		
Offer training and further education on the subject of people with disabilities		
Offer advice/consulting		
Establish and maintain contact via various social media channels.		
Regular personal telephone calls even without a reason		
Targeted contact with the relevant persons on current occasions (e.g. when a political decision affecting people with disabilities is being made, calling a local politician).		
Send Christmas greetings		
Send targeted and useful information by e-mail, e.g. about suitable applicants, about information in the field of work and people with disabilities.		
Tender an "inclusion award"		
Establish an advisory board on inclusion and the economy		
Enabling personal sponsorships		
<b>Advantages:</b> <ul style="list-style-type: none"> <li>A. Targeted addressing of network members</li> <li>B. Non-binding membership possible</li> <li>C. Promoting commitment</li> <li>D. Possibility to find specific jobs for people with disabilities</li> <li>E. Binding of network members</li> </ul>		

**Disadvantages:**

- A. High workload
- B. No in-house expertise available
- C. Data protection
- D. Competence in the use of software required
- E. Low benefit
- F. Effect of pressure
- G. Consolidation of stereotypes

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