



Support Worker Central

Networking for COS

Networking is crucial for NDIS support coordinators for several reasons:

Building relationships: Networking allows support coordinators to build relationships with other NDIS providers, disability advocates, and professionals in the disability sector. These relationships can lead to referral opportunities, collaborations, and partnerships that can benefit the support coordinator's business.

Staying up-to-date: Networking provides support coordinators with the opportunity to learn about new developments, trends, and best practices in the disability sector. This can help them stay up-to-date with changes in the industry and adapt their services to better meet the needs of their clients.

Establishing credibility: By participating in relevant networking events and sharing valuable insights and resources, support coordinators can establish themselves as experts in the field. This can help build credibility with potential clients, other professionals in the sector, and the wider community.

Generating business opportunities: Networking can lead to new business opportunities, such as referrals or collaborations with other NDIS providers. It can also help support coordinators to expand their client base and build awareness of their services within the disability community.

Ways to assist you

Step 1: Identify networking opportunities

Identify relevant networking opportunities in your area, such as NDIS provider meetings, disability conferences, and disability support groups.

Example: Join local and regional NDIS provider associations, attend disability conferences and events, and participate in online forums or social media groups related to disability support.

Step 2: Attend networking events

Attend relevant networking events and actively engage with other attendees. Be prepared to introduce yourself, share information about your business, and ask questions about their services and needs.

Example: Attend local NDIS provider meetings and conferences, introduce yourself to other attendees, and exchange business cards or contact information.

Step 3: Build relationships

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Build relationships with other NDIS providers, disability advocates, and other professionals in the disability sector. This can help to build trust and credibility, and may lead to referral opportunities or collaborations.

Example: Connect with other NDIS providers and disability advocates on social media, share information about your services, and engage in conversations about disability support.

Step 4: Provide value

Provide value to other NDIS providers and disability advocates by sharing information, resources, or insights related to disability support. This can help to establish yourself as an expert in the field and build credibility.

Example: Share informative articles or resources related to disability support on social media or in online forums, or offer to provide training or support to other NDIS providers.

Step 5: Follow up

Follow up with contacts made at networking events or through other channels. This can help to maintain relationships and keep your business top of mind.

Example: Send a follow-up email or message after meeting someone at a networking event, and suggest a meeting or phone call to discuss potential collaboration or referral opportunities.

Step 6: Leverage online platforms

Leverage online platforms such as LinkedIn, Twitter, and Facebook to connect with other NDIS providers and disability advocates. Share content and insights related to disability support and engage in conversations with other professionals in the field.

Example: Use LinkedIn to connect with other NDIS providers and disability advocates, share informative articles and resources, and engage in discussions related to disability support.

Step 7: Partner with complementary providers

Partner with other NDIS providers or disability advocates who offer complementary services or support, and work together to offer a more comprehensive suite of services to participants.

Example: Partner with a disability advocate who specializes in mental health support, and work together to offer a more comprehensive range of services to participants who require mental health support.

Step 8: Attend community events

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Attend community events, such as disability awareness events or charity fundraisers, to build connections with participants and their families. This can help to build trust and credibility with the community, and may lead to new business opportunities.

Example: Attend a community event hosted by a local disability support organization, and engage in conversations with participants and their families to learn more about their needs and goals.

By following these additional steps and examples, NDIS support coordinators can expand their network, establish themselves as experts in the field, and develop valuable partnerships and relationships with other NDIS providers, disability advocates, and members of the disability community.

Until next time all the best with engaging with those participants and service providers you support.

Laurie Perkins

Registered Counsellor ACA #12552 Dip
Counselling Art Therapist 'HH Dip (A.Th.) M:Edu.
B:Sc (public health) A.DIP Community Sector
Management. Post grad AOD, DIP Management,
CBT, Mindfulness, AOD, MH



0430 127 618|



laurie@newlifeperspectives.net

New Life Perspectives Pty Ltd Caboolture 4510



www.nlpsupport.com.au