

From local to global heroes....
Best Methods of Networking Summary

Tools:

1. Meet personally
2. Annual conference to meet people in person
3. Have a list serve so that people can read other people's contributions
4. Communicating fundraising strategy
5. How to find partners? Ask donors who are appropriate partners (maybe they fund similar organizations and can be a good reference) or search on the internet
6. Organize events in the region/country you're looking for partners in
7. Partners work together to create clear project strategy
8. Have a strong leader/good management structure/decision making process for a network or coalition
9. Language skills
10. Newsletters, updates, regular communication
11. Having a legal entity
12. Having good contacts through the authorities/government
13. Communication of the different projects you are working on
14. Make common strategy for the entire network through ongoing facilitated discussion between members
15. Clear goals (especially regarding lobbying)

Obstacles:

1. No personal meetings
2. Lack of feasible funding
3. LIFE + 2008 and other EC institutions conditions
4. Funding that prevents networking
5. Geographic restrictions posed by funders
6. Visa issues
7. Differences in legal rules of different nations
8. Emotions
9. Internal politics
10. If the network is too complex it loses drive
11. Different approaches to issues (activists vs. think tanks vs. government etc.)
12. Different fundraising ethics
13. Political pressure/situations in different countries
14. Incomplete information

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