

Building Your Inpathy Network Worksheet

Use this worksheet to organize your ideas, plans and resources into a strategy for building your Inpathy network.

Set Yourself Up For Success

Answer the following questions to help you understand the value you offer consumers.

1. What makes you special in the way you deliver behavioral health care services? Why should consumers choose to work with you over other providers with similar specialties?

2. Choose two topics to study or research. Becoming an expert is a great way to build your credibility and encourage others to join your network of contacts. If people know they can come to you for specific and informative answers, they will. Some ideas beyond your typical clinical expertise may include:

- History of telebehavioral health
- How telebehavioral health can be a tool for veterans, moms, caregivers or teens
- Using technology to assist in the treatment of Autism Spectrum Disorders
- How technology in healthcare appeals to younger audiences
- How technology in healthcare can be used with the geriatric community
- How behavioral health providers can expand their practice by offering services online
- Other: _____

Define Your Target Audience

1. Who are the clients you enjoy working with the most?

Age Range _____ Gender _____ Marital Status _____

Life stages? (ie: teen years, college, young professional, young parents, empty-nesters, older adults)

Other characteristics?

2. What issues are your ideal clients dealing with?

3. How could connecting to you on Inpathy help this population? What do you offer them that they can't find somewhere else? This can be the features of connecting online or your particular skills and experience.

Assessing your Professional Network

1. **What kinds of healthcare providers are in your network already?**
2. **Do you have any personal contacts with whom it is possible to set up a referral relationship?**
If no, how you can connect with these types of professionals? (call or email, attend events, LinkedIn groups, search online etc.)

Plan What You'll Say

1. **What are three reasons Inpathy is an excellent tool for consumers?**

- 1.
- 2.
- 3.

2. **What are three ways other providers can use Inpathy?**

- 1.
- 2.
- 3.

Move to Action

Brainstorm three places, groups, or events where you can start to talk about Inpathy with your family, friends, and professional connections. (Examples: parent groups, social groups, conferences, listservs, etc.)

- 1.
- 2.
- 3.

If you don't have any events planned where Inpathy would be an appropriate subject to discuss, consider casual conversations at work or with friends about this new project you're doing, and ask if they or someone they know might be interested.