

**BECOME THE PHYSICIAN
THAT YOU WROTE ABOUT IN
YOUR PERSONAL STATEMENT.**

**JOIN
THE
#FMREVOLUTION**

NETWORKING

WITH AUTHENTICITY

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BRONX COUNTY DELEGATE TO MSSNY HOD

PRESIDENT-ELECT BRONX COUNTY MEDICAL SOCIETY

CO-CHAIR PREVENTIVE MEDICINE & FAMILY HEALTH COMMITTEE

MEDICAL SOCIETY THE STATE OF NEW YORK

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LANGUAGE

***A NOTE ON GENDERED LANGUAGE:** ALTHOUGH THE TERM “WOMEN” WILL BE USED AT TIMES, RECOGNIZE THAT MUCH OF THIS INFORMATION WILL APPLY TO PEOPLE OF VARIOUS GENDER IDENTITIES, INCLUDING PEOPLE WHO ARE CISGENDER, TRANSGENDER, GENDER NON-BINARY, OR OTHERWISE GENDER EXPANSIVE. MOST LITERATURE HAS NOT READILY EXPLORED BEYOND A GENDER BINARY, ANY USE OF THE TERM “WOMEN” IS INTENDED TO BE USED INCLUSIVELY.

LEARNING OBJECTIVES

- **BECOME:** Recognizing you are already successfully **NETWORKING**.
- **FIND JOY:** Authentically **NETWORKING** with intention.
- **STORYTIME:** Storytime **NETWORKING** making it strategic.
- **READY LET'S GO:** Document personal plan and your next steps to strategically **NETWORKING**.

So umm,
do you
wanna
change the
world
together?

BECOME...

YOU DID IT (THE EASY PART)

- OPERATIONAL NETWORKING

- Alliances and go-tos in your every day work environment
- Relationships within your work environment that you have built that help you get your work done efficiently

- PERSONAL NETWORKING

- Your people, kindred spirits in your outside of work environment
- Relationships outside your work environment that help you develop yourself (skill building, coaching, mentoring, etc.)



THE QUIET PART OUT LOUD – STRATEGIC NETWORKING

- STRATEGIC NETWORKING
 - Alliances and go-tos inside and outside of your work and personal connections (pulling the outside in and the inside out to leverage opportunities)
 - Support for future priorities and challenges



ALL THE NETWORKING

	Operational	Personal	Strategic
Purpose	Getting work done efficiently; maintaining the capacities and functions required of the group.	Enhancing personal and professional development; providing referrals to useful information and contacts.	Figuring out future priorities and challenges; getting stakeholder support for them.
Location and temporal orientation	Contacts are mostly internal and oriented toward current demands.	Contacts are mostly external and oriented toward current interests and future potential interests.	Contacts are internal and external and oriented toward the future.
Players and recruitment	Key contacts are relatively nondiscretionary; they are prescribed mostly by the task and organizational structure, so it is very clear who is relevant.	Key contacts are mostly discretionary; it is not always clear who is relevant.	Key contacts follow from the strategic context and the organizational environment, but specific membership is discretionary; it is not always clear who is relevant.
Network attributes and key behaviors	Depth: building strong working relationships.	Breadth: reaching out to contacts who can make referrals.	Leverage: creating inside-outside links.

THE INTROVERT'S BRAIN



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Sarah's Scribbles/Sarah Andersen

CARRYING A CONVERSATION



Facebook / Introvert memes

FIND JOY...

WHY YOU GOTTA WORK AT IT

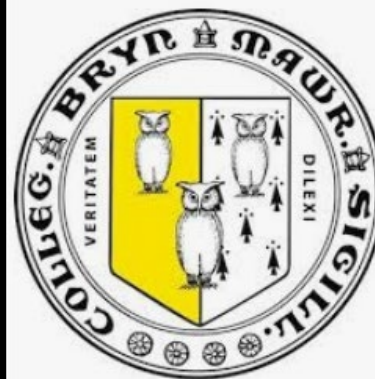
Inspiration does
exist, but it must
find you working.
Pablo Picasso

Pablo Picasso

WHERE TO START?
ONLY DO IT IF YOU LOVE IT



Community Health Care
Association of New York State

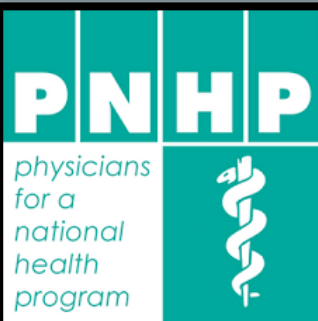


NATIONAL ASSOCIATION OF
Community Health Centers®

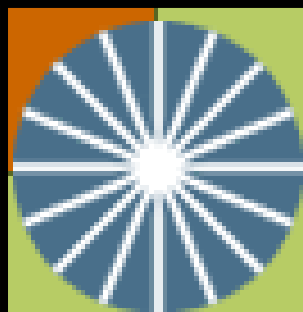


Healthix

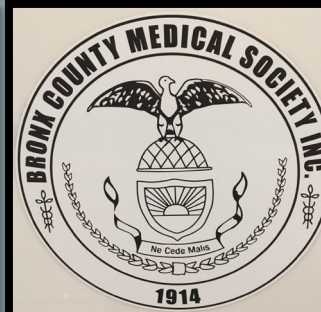
OPPORTUNITIES TO CONNECT



MEDICAL SOCIETY OF
THE STATE OF NEW YORK



reproductive
health
access
project



STORYTIME...

STORYTIME – HOW DO YOU TURN MEETING PEOPLE INTO THAT NETWORK?



STORYTIME – HOW DO YOU GET INTO ROOMS?



STORYTIME – WHAT IF THEY HAVE A REALLY DIFFERENT OPINION THAN YOU ON SOMETHING?



STORYTIME – WHAT CAN YOU ASK OF THOSE YOU MET THROUGH NETWORKING? WHAT IS INAPPROPRIATE TO ASK?

GIVE! (even the little stuff)



STORYTIME – JUST SHOW UP



STORYTIME – BUILDING NETWORK ON NATIONAL STAGE



AMERICAN ACADEMY OF
FAMILY PHYSICIANS

11400 Tomahawk Creek Pkwy., Leeswood, KS 66211-2600



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Stand for
family medicine.

★ SARAH NOSAL, MD • BRONX, NY

Join today ★ aafp.org/stand

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BUILDING COMMUNITY

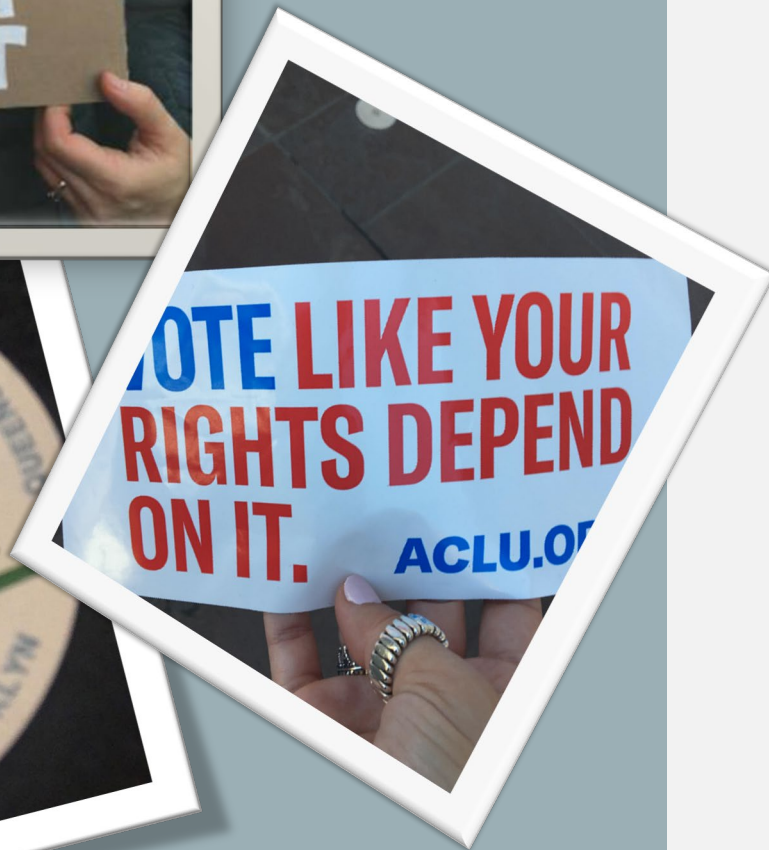
PURPOSE: Define your goals for each networking activity.

PEOPLE-FOCUS: Prioritize relationship-building over collecting contacts.

PARTNERSHIP: Embrace the reciprocal nature of networking; be prepared to give as much as you receive.

PROCESS: View networking as an ongoing journey, not just a one-time event.

PRESENCE: Ensure visibility and contribution in spaces that align with your goals.



VOTE

- Whether or not you voted is a matter of public record
- Party affiliation is discoverable online

COMMUNITY BUILDING (NETWORKING)



READY LET'S GO...

LET'S GO

**BE FEARLESS
HAVE A VISION
BELIEVE IN YOURSELF
ALWAYS MUSTLE
STAY FOCUSED
GET OUT THERE
GET MOTIVATED
GET INSPIRED**

READY TO SHARE

Must Haves

- LinkedIn Profile
- Digital Contact Cards
- Instagram
- X/Twitter



THINGS I LOVE...

- Connecting with patients
- Connecting with students
- Feeling like my work has meaning
- Going home feeling good about what I did today even if I am tired
- Celebrating my family
- Feeling like a doctor is who I am not just what I do



WHAT NOW?

THE ONES
WHO ARE
CRAZY
ENOUGH TO
THINK THEY
CAN CHANGE
THE WORLD,
ARE THE
ONES THAT
DO



WHAT QUESTIONS DO YOU HAVE?



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“I don’t resent working long hours. I shouldn’t- I’m the one who set up my life this way. I love to work. It’s the thing that I get the most satisfaction out of-nd probably what I do best. Not that I don’t enjoy days off. I love vacations and loafing around. But I think much of the world has the wrong idea of working. It’s one of the good things in life. The feeling of accomplishment is more real and satisfying than finishing a good meal- or looking at one’s accumulated wealth.”

~ JIM HENSON