

LINKER CHEAT SHEET



TOP 5 THINGS LINKERS DO

- Put people before paper
- View the needs of a client holistically and in the context of the entire Linker Network
- Hold on to a client until the client is ready to be given to someone else
- Act as a client's single point of contact within the Linker Network
- Make follow-up contact to check that a client got the support they needed



TOP 5 THINGS LINKERS DON'T DO

- Make excuses to avoid providing help or support
- Pigeonhole clients and their needs
- Refer and forget
- Expect clients to navigate the network without support
- Assume that if they don't see or hear from a client again that everyone must be ok