

Networking & Advocacy

Latino Career Chat Takeaway Guide



Flip the Script: Lead with Value, Not Just the Ask

We often hear “networking is about who you know,” but let’s challenge that — **it's really about who knows you and what they know you for.**

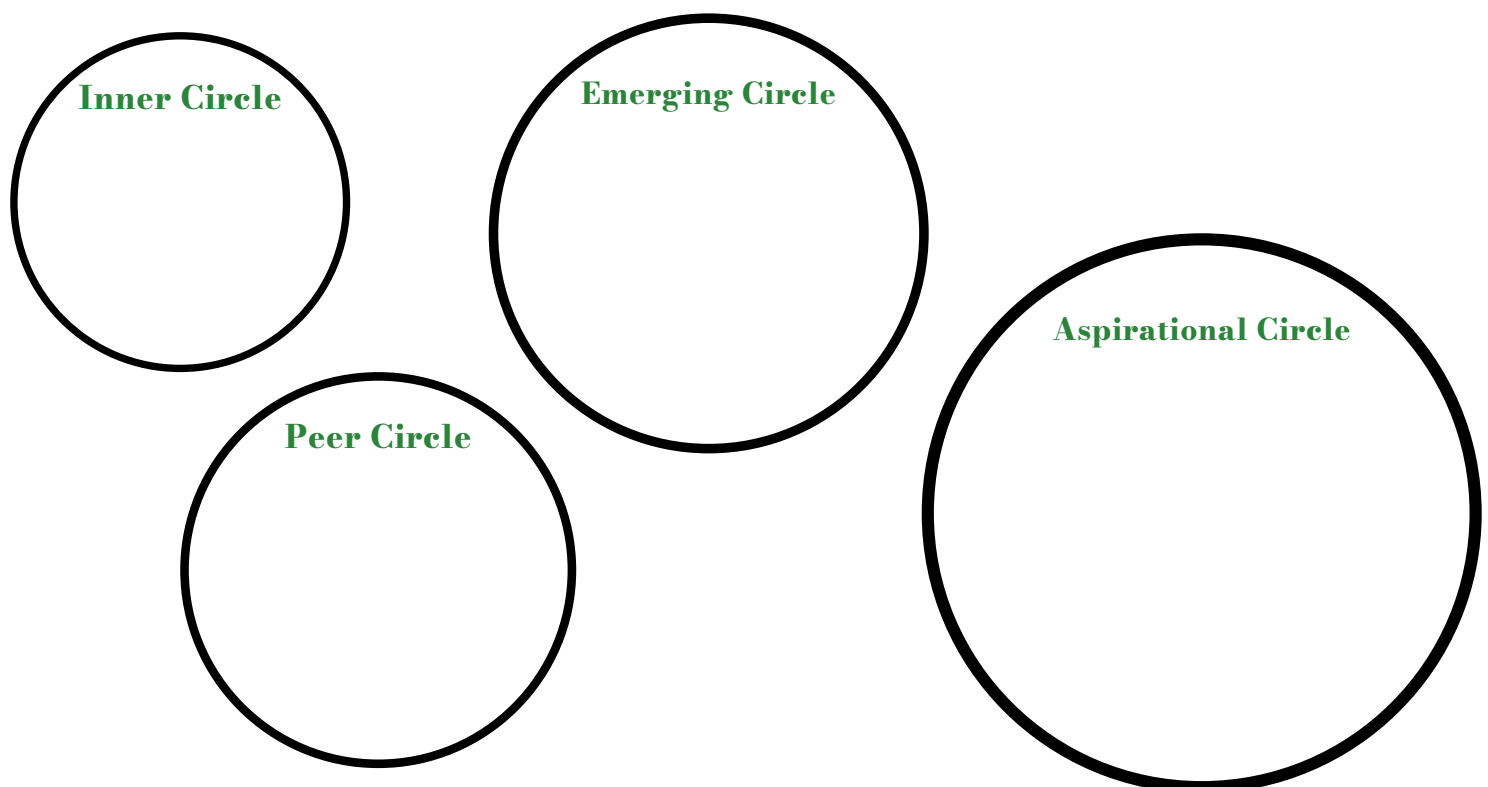
Reverse networking is about **what you can give before you get** — building trust, influence, and authentic connections along the way.

Start with these three guiding principles:

- **Be Curious:** Listen more than you speak. Ask questions that show genuine interest.
- **Add Value First:** Share resources, amplify someone’s work, or offer a warm introduction.
- **Follow Up with Purpose:** Stay connected and celebrate others' wins — not just when you need something.

Your Network Influence Map

Fill the Network Influence Map below to identify 1–3 people for each circle:



Circle	Who's Here?	How Can You Add Value?	How Can They Advocate for You?
Inner Circle	Mentors, Sponsors, Close Friends	Offer insights, share knowledge	Direct referrals, introductions
Peer Circle	Colleagues, Industry Peers	Celebrate wins, co-host events	Cross-collaborations, peer recommendations
Emerging Circle	LinkedIn Connections, New Contacts	Engage with content, make warm intros	Visibility, referrals, future opportunities
Aspirational Circle	Industry Leaders, Hidden Figures	Thoughtful comments, resource sharing	Informal mentorship, future sponsorship

3 Ways to Advocate for Yourself + Others

1. Celebrate Publicly: Shout out someone's work on LinkedIn or tag them in a relevant opportunity.
2. Make the Connection: Introduce two people in your network who could collaborate.
3. Articulate Your Ask: When the time is right, be clear about how others can support you.

Your Challenge This Week

Extend your network intentionally:

- Identify 3 people to reach out to.
- Offer value-first without any expectation.
- Use the Network Influence Map to strengthen your circles.

4 Ways Others Can Support You on Your Career Journey

1. Visibility & Connection

- Share LinkedIn profile or resume with hiring managers or recruiters in your network.
- Be recommended for speaking engagements, panels, or volunteer leadership roles related to [Your Industry/Expertise].
- Kindly request to be tagged in job posts or opportunities aligned with my skills in [Industry or Role Type].
- Get introduced to 3 people in your network whose work aligns with my career journey.

2. Endorsements & Credibility

- A LinkedIn recommendation highlighting your skills in [Key Areas].
- Engage with your posts to help expand your reach on LinkedIn.
- Invitation to collaborate on projects or co-host conversations in areas where you can add value.

3. Knowledge & Learning

- Share insights, articles, or training programs in [Industry or Skill Areas like Sales, Change Management, Supply Chain, or DEIB].
- Let others share with you about executive networking events, community programs, or leadership cohorts where you can grow and give back.
- Recommend books, podcasts, or certifications that align with your next chapter.

4. Advocacy & Opportunity

- Nomination for board seats, task forces, or community leadership opportunities.
- Invitation to shadow or learn more about a role or company culture.
- Advocate behind closed doors where decisions are made.

How You Can Plug In Today

- Be connected with 1 person in your network in [Target Industry or Company].
- Amplify your work by engaging with your posts or sharing an opportunity that aligns with your journey.
- Collaborate on community impact projects or Latino leadership conversations.

AI Prompts to Power Your Career Journey

Craft Your Story | Expand Your Network | Advocate for Yourself

Unlock the power of AI to navigate career transitions, build your network, and advocate for your next opportunity — all with intentionality. Use these prompts to spark ideas, craft messaging, and guide your next move — whether you're reaching out to someone new, building your personal brand, or preparing for your next opportunity.

How to Use the Prompt Guide:

1. Copy + Paste the prompts into your preferred AI tool (ChatGPT, Gemini, or Microsoft Copilot).
2. Customize with your voice, journey, and goals.
3. Take action — post, connect, and advocate!

Networking & Relationship Building Prompts

Use these prompts to strengthen your professional network and initiate meaningful connections.

1. Draft a LinkedIn message introducing myself to someone in [industry or role] with a shared connection in [community, organization, or background].
2. Write a follow-up message to thank someone for meeting with me and express how I can support their work.
3. Create a message asking for an informational interview with someone whose career journey I admire.
4. Suggest a warm introduction between two people in my network who would benefit from knowing each other.
5. Craft a LinkedIn post celebrating someone's recent promotion or work in [industry].

Advocacy & Personal Branding Prompts

Use these prompts to advocate for yourself and build your personal brand.

1. Write a LinkedIn bio that highlights my strengths in [fill in] and my passion for [Community Impact, Culture, or Career Transitions].
2. Create three LinkedIn post ideas sharing career insights around [networking, etc].
3. Generate a list of 10 transferable skills from my previous role that align with roles in [new industry or target job].
4. Write an email asking for recommendations or endorsements from former colleagues or mentors.
5. Create a script to introduce myself at networking events, blending who I am, what I do, and how I want to contribute to my next chapter.

Reverse Networking Prompts (Leading with Value)

Lead with value in your networking approach to build stronger, mutually beneficial connections.

1. Draft a LinkedIn message offering to volunteer or contribute to someone's project in [industry or community initiative].
2. Suggest a way I can collaborate with someone based on our shared interest in [topic or cause].
3. Write a message offering a resource, article, or tool that could help someone facing [specific challenge].
4. Ask someone how I can support their work or amplify their mission before making an ask.
5. Craft a post shouting out 3 people in my network whose work aligns with [industry or cause].

Self-Advocacy Prompts

Use these prompts to advocate for your skills and strengths, and set yourself up for future opportunities.

1. Write a message asking for a warm introduction to someone working at [Company or Industry].
2. Generate 3 bullet points describing my top strengths and how they align with [target role].
3. Draft a message following up on a job application, expressing interest and how I can add value to the team.
4. Write a message asking someone in my network to nominate me for community leadership roles, board seats, or speaking engagements.
5. Create a list of interview questions to ask a hiring manager about company culture, leadership style, and employee experience initiatives.

Bonus: AI for Reflection & Clarity

Use these reflection prompts to clarify your values, strengths, and career direction.

1. What are 3 words that describe how I want others to experience me in professional spaces?
2. What unique value do I bring to teams, organizations, and communities?
3. What legacy do I want to leave through my work?

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