

SENIOR FELLOWS AND FRIENDS

Alert. Relaxed. Collegial.



Recap of 8/17/21 conversation with Ollie Cantos

Fostering a Sustainable and Ever-Growing Network of Partners

Dear Senior Fellows and Friends,

While Ollie resolved a technical difficulty at his end, we had the pleasure of hearing about the imminent arrival of Dr. Katina Stapleton's new puppy, a hypoallergenic Standard Poodle named Sunshine. It was a fun break with an appreciative group.

The most important thing about this session, in my estimation, was not Ollie Cantos's system for networking, which he walked us through. Much more important were the evergreen values Ollie holds, that have led him to create a hope-filled engine of success that powers his achievement as a leader, civil rights attorney, and father.

What Ollie SAID:

Genuinely build people up each day without expecting a return – this creates an incredible network across organizations.

Look for synergy when you're making introductions, keeping in mind what each person is good at.

Cluster the clusters of expertise you discover, so that you leverage your time and concentrate the expertise so it can be tapped in the future.

What Ollie DOES:

Provides unasked-for recommendations on LinkedIn and sends unsolicited positive feedback about employees to their supervisors.

Stores unsolicited feedback he receives in an Access database that lets him quickly run a report for performance reviews or to take to job interviews.

Leverages social media tools, including YouTube, Instagram, Clubhouse, and EZ Texting, wisely.

Ollie demonstrated the last one, an autoresponder, by having us text a number he gave us and then type in his first name. We received a reply that said, "Hi, this is Ollie Cantos. Great to get to network with you! My contact info is in this video: [link] Reply STOP OLLIE to opt out." He streamlines his process, using EZ Texting as an alternative to swapping business cards at conferences and elsewhere, so that everything is digital from the start.

Want more?

- Contact Ollie at OllieCantos@aol.com to connect and collaborate.
- Revisit his [LinkedIn "About" statement](#) and don't miss the accompanying article, "Employment of People with Disabilities: A Practical Approach."
- See why he described his sons Nick, Leo and Steven Cantos as "ambassadors of the impossible" to [ABC News last year](#). It takes one to know one!

Participant affiliations

ASPA National Capital Area Chapter
BM Martin Solutions
Cornerstone on Demand
Department of Education/Federal Student Aid
Department of Education/Institute of Education Sciences
Department of Education/Office for Civil Rights
Department of Education, Retired
Giffords

Participants joined from the Washington, DC Metro Area and Colorado Springs.

There were interesting overlaps in participant knowledge and experience. Each time, we discover commonalities and warm up the space by beginning with a round of introductions. Please consider joining us in the future.

Sincerely,
Kitty Wooley



Sunshine Stapleton

Header photo: https://commons.wikimedia.org/wiki/File:Kayakers_in_Redwood_City,_California.jpg