

***Touch 10,000 Tips & Tricks***  
***Making Connections***  
**Advice from Ambassador Lynlee Wells Palmer**

- (1) Make it personal. Tell the story of how you became involved in the ABA, particularly if it was the result of a personal contact by an ABA member.
  
- (2) Help demystify the organization. The ABA is a big organization that intimidates some new bar admittees. Offer your "touchees" tips on how to get involved in the ABA. Suggestions about entry-level YLD leadership opportunities are always welcome, especially if they are accompanied by a link to more information about those leadership positions. If you are reaching out to these individuals shortly after appointments are announced, encourage the admitted to join a committee or volunteer to write an article. Those are quick and easy ways to get involved and get to know people.
  
- (3) Follow-up. Sometimes people mean to reply to your message, but forget. Often your second message will remind them that they need to talk to you.
  
- (4) Try more than one method of contact. Some people hate email and prefer to talk on the phone. Some people prefer email to the telephone, particularly for people they do not know.
  
- (5) Above all, be friendly and helpful. If the new bar admittees view you as someone who can help them, they will respond. If you live in the same geographic area, plan a dutch treat lunch to talk about any questions that the admittee might have about the ABA, YLD or life as a young lawyer. If you offer to serve as a resource, the NBA's link to the ABA will be that much stronger.