

# 12 ADVOCACY ACTIONS FOR SUCCESS

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## 12. PREPARE FOR PITFALLS

What pitfalls below might you need to spend time proactively strategizing?

- Only advocating annually → Build weekly micro-advocacy into 1:1s
- Leading with effort, not effect → Always translate to business value
- Asking without pre-wiring → Socialize your case with influencers first
- All talk, no receipts → Keep your Impact Bank current
- Unprepared for roadblocks (e.g., no resources, low interest from providers, patient disengagement) → Have responses ready

Notes:

# NEXT STEPS

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## ACTION ITEMS

Review your notes from the 12 worksheet pages.

What are your main takeaways about advocating for yourself and your objectives?

What are the specific steps you'd like to take to be an even more effective advocator?

1.

2.

3.

How will you know when you've been effective at improving your advocating skills?

How will celebrate when you've become a more influential professional?