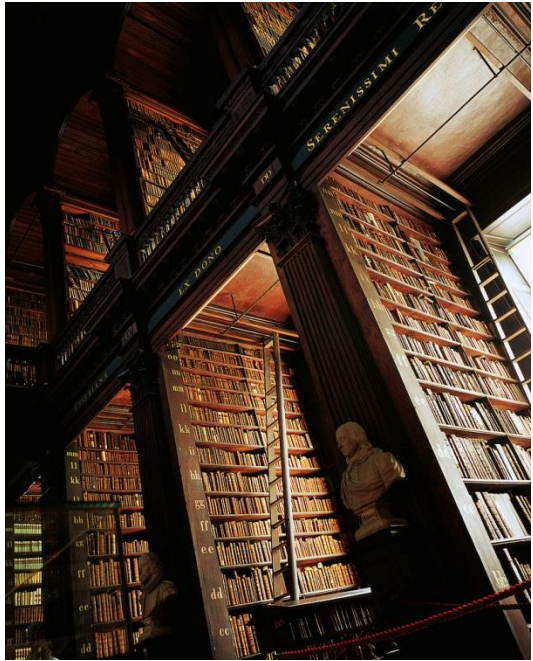


Everything I needed to know about
library cooperation, I learned from
you

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Fall Colloquium

November 9, 2011



Brief intro

- Lincoln City Libraries Heritage Room
 - Curator
- Nebraska Legislative Research
- Nebraska Library Commission
 - NEBASE/Network Services Director
- Library of Michigan
 - Deputy Director
- State Library of Ohio
 - State Librarian
- State Library of Kansas
 - State Librarian



1. Collaborate

- Many hands lighten the load
 - Can do more as a group than individually
- The importance of speaking with one voice
 - Advocate for our customers
 - Advocate for services they need
 - Advocate for ourselves
 - Libraries are more important today in the digital age than perhaps they have ever been\
 - Digital Inclusion
 - Digital Literacy



2. Keep your eye on the customer and your ears open

- Cannot do more with less
- Cannot do the same with less
- With less, you can do less
 - Change is with us
 - Be in charge of the change
 - Identify what is unique to us
 - Stop doing things that others are doing



3. Bring ideas to the table but don't be married to them

- Bring them as a date
- Be ready to change the recipe or try an entirely different dish if necessary
- Remember that not every idea is a good one!!



4. Say “I think we can” or “Tell me more”

- Instead of saying “No” out of the gate
 - Builds community
 - Expands possibilities
- But sometimes “No” is ultimately the answer...
- That is hard to get over but necessary
 - Maybe we can partner with someone else to achieve the end goal
 - Broadband



5. Experiment

- Be willing to try something new
- Celebrate when you succeed
- If you fail, learn from it and move on

6. Take a stand when you need to...

- Even if it means things may be turned topsy turvy
 - Kansas switch to new vendor for downloadable eBook service
 - Challenges
 - 169 publishers
 - Finding new platform providers
 - Communicating as things change at the speed of light
 - Opportunities
 - Endless!!
 - Better service

7. Always look for a Gain-Gain

- Gain-gain-gain....
- Vendors can be our partners
 - Clear boundaries
 - OCLC
- The more partners, the more gainers
- Important to leave the ego at the door
 - “It does not matter who gets the credit for the original idea as long as we all get the credit in the end.”



8. The importance of communicating

- Often and freely
 - Know when it is appropriate
 - Example of budget info
- No matter how much you do this, there will always be someone who is surprised
- May not eliminate criticism but you will open channels
 - Things can be improved
 - Goes back to Number 3...

9. Be an advocate

- Never pass up an opportunity
- Stay focused
 - Bring it back to libraries
 - Libraries of today and of the future
- Geek the Library campaign
 - Statewide initiative in Kansas
 - State Library participation



10. You are the stars

- The work you do is very important
 - Economic development
 - Lifelong learning
 - Digital literacy
 - Homework help
 - Evaluation of information resources
 - Googlization
 - Employment assistance
 - Unemployment
 - Job Applications
 - Resume building
 - Quality of life