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...and feel free to reach out to either of us.

## Who We Are ...and why we're here

#### We've Come a Long Way (Celebrate Our success)



fremskudt position melem åen og bugten står et knudspunkt for kultur og viden, med en perlerække af pladser for byens borgere"

Totalsådgiver: schmidt hammer lassen architects ----Arkitekt

#### schmidt hammer lassen architects

Landskabsarkitekt Kitstine Jensens Tegnostue ana interaction di

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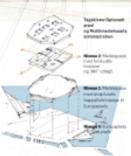
**Owrige:** 

#### Kunstneme Boschill Fjord,

Danmarks Biblioteksskole ved Dr. art Henrik Jochumsen og Dr. art. Cosper Hvenegaard Rasmusser)



<text>





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### "Libraries Outperform Amazon, putting 2 Billion Books Into the Hands of ..."



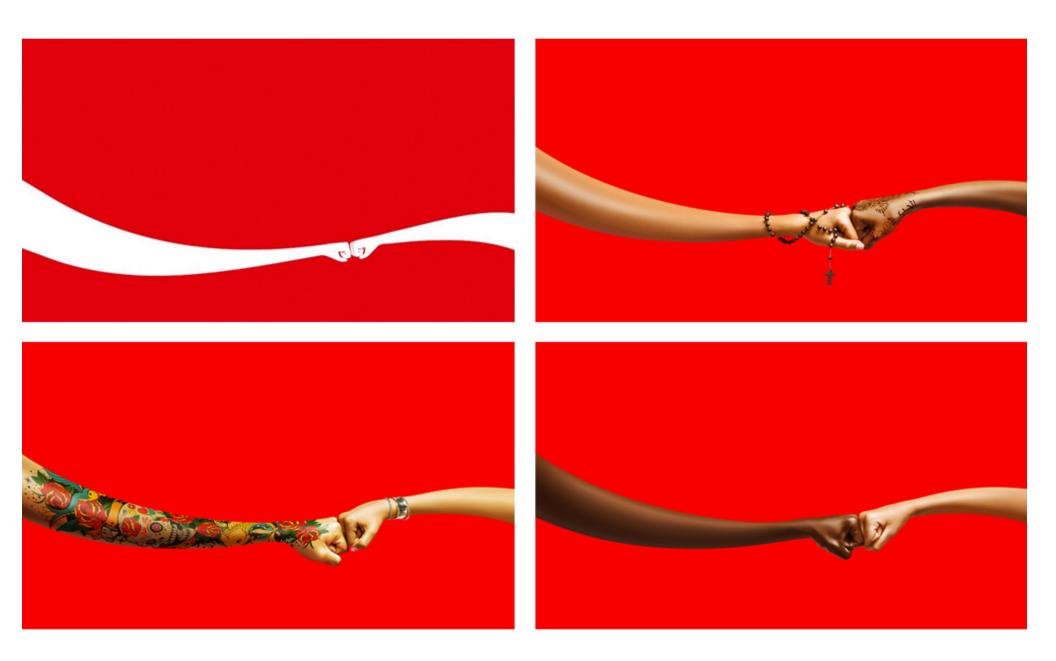


#### Campaigns <u>Do</u> Change Minds & Hearts





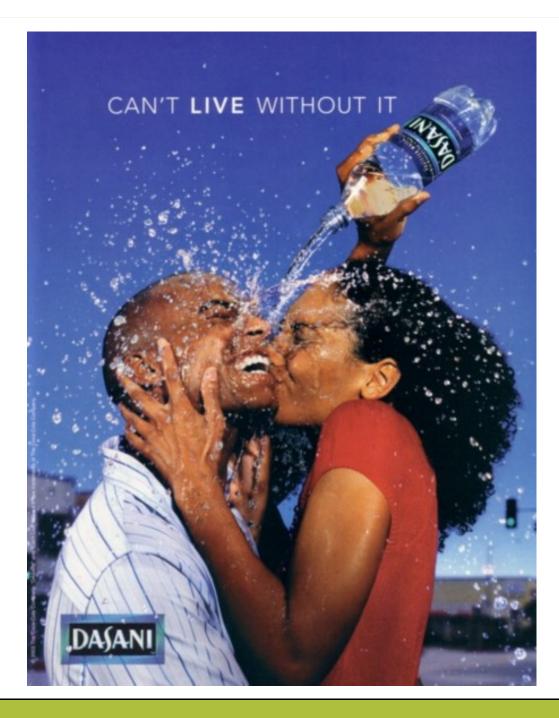




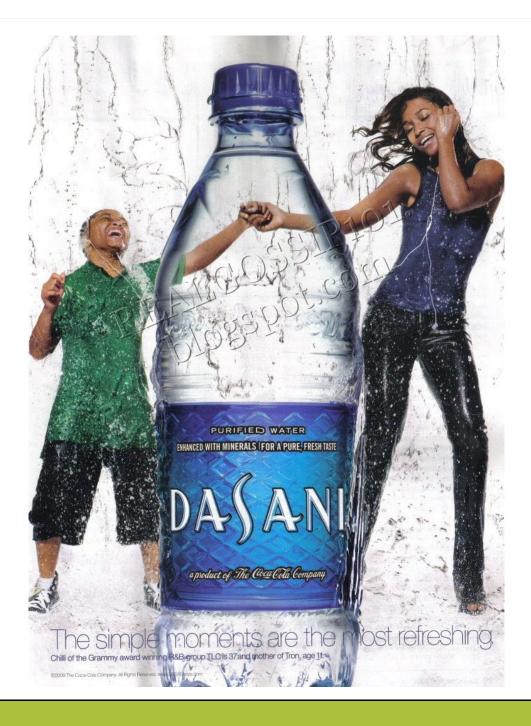


# The Dark Side of the Force

#### Manufactured Need









#### Every drop is green.

Your FUI Water purchase helps reduce carbon emissions and protect Fijian rainforests.

To learn more, go to fijigreen.com





#### The Force (For Good) Awakens

#### The 'Where Are We' Checklist

We're a commodity We have unique and relevant services

We have nothing to say We have share-worthy stories to tell

We're like every other library We've a unique brand unlike any else in our community & distinct from other libraries

And everyone in our community knows it ?????



#### Hurdles to changing public perception

"Products from the major competing companies around the world will become increasingly similar. Inevitably, this means that the whole of the company's personality, its identity, will become <u>THE</u> most significant factor in making a choice between one company and its products and another."

Wally Olins, Corporate Identity



"Why would I go to the Library? I have a phone."

> "It's just not *that* important to people this day in age. No matter what you do, no matter what you add to it, people won't be "lined down the street" to get in."

"Beyond what I feel is a gross misuse of tax dollars, I feel like we've completely lost touch with what a library actually is; a place in which reading materials, such as books, periodicals, and newspapers are kept for use or lending...
won't somebody PLEASE think of the

children!"



## Why Aren't We Getting Our Message Out?

#### Shake & Shout

Use our outside voice and get it outside our doors

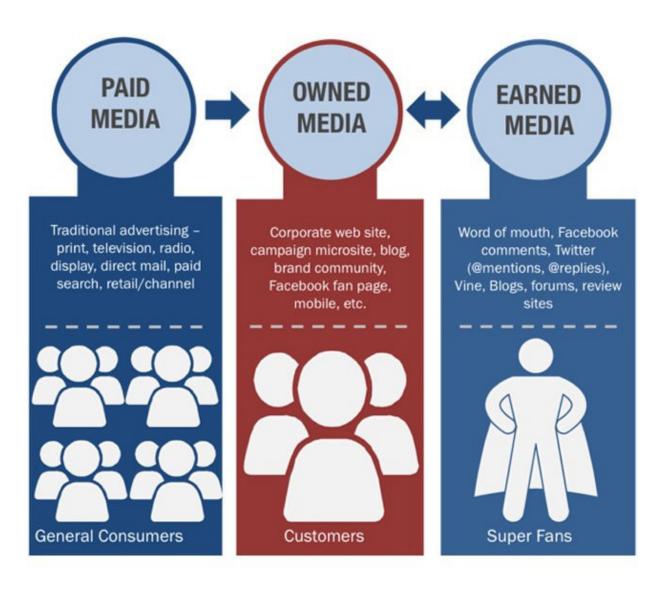




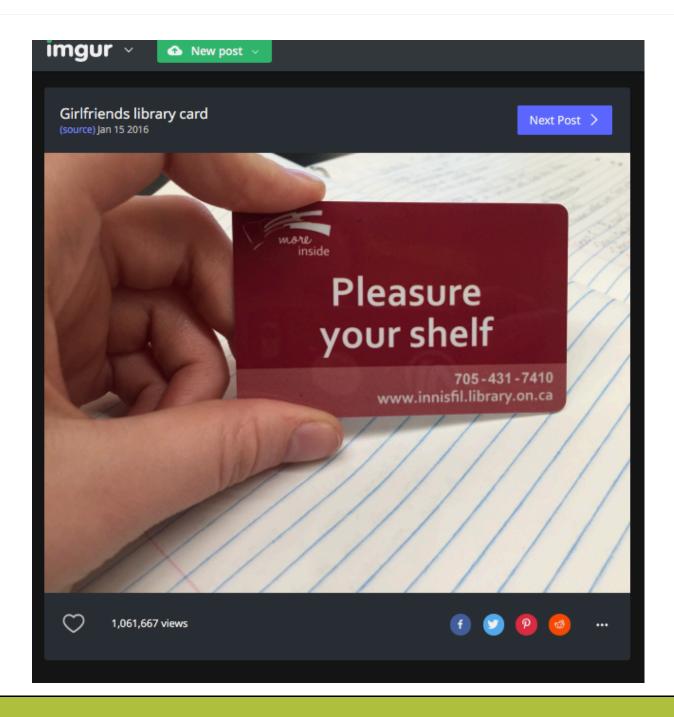




# Announced vs. Earned









#### open happiness\*

ike

#### Share a **Coke** with a friend

Get in touch with a good friend, an old friend, or maybe even a new friend. shareacoke.com.au

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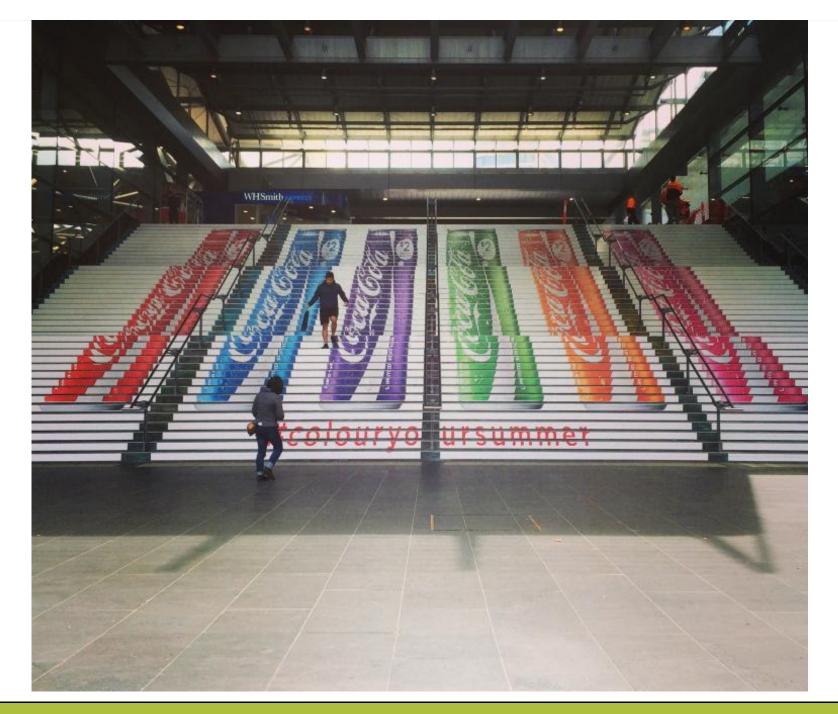




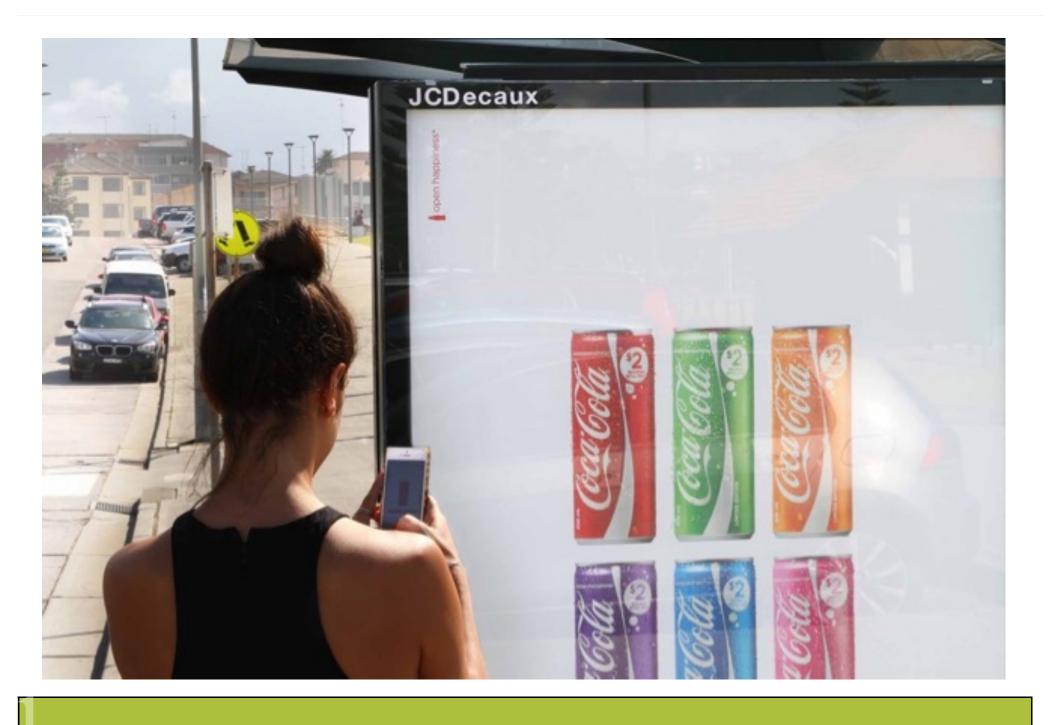


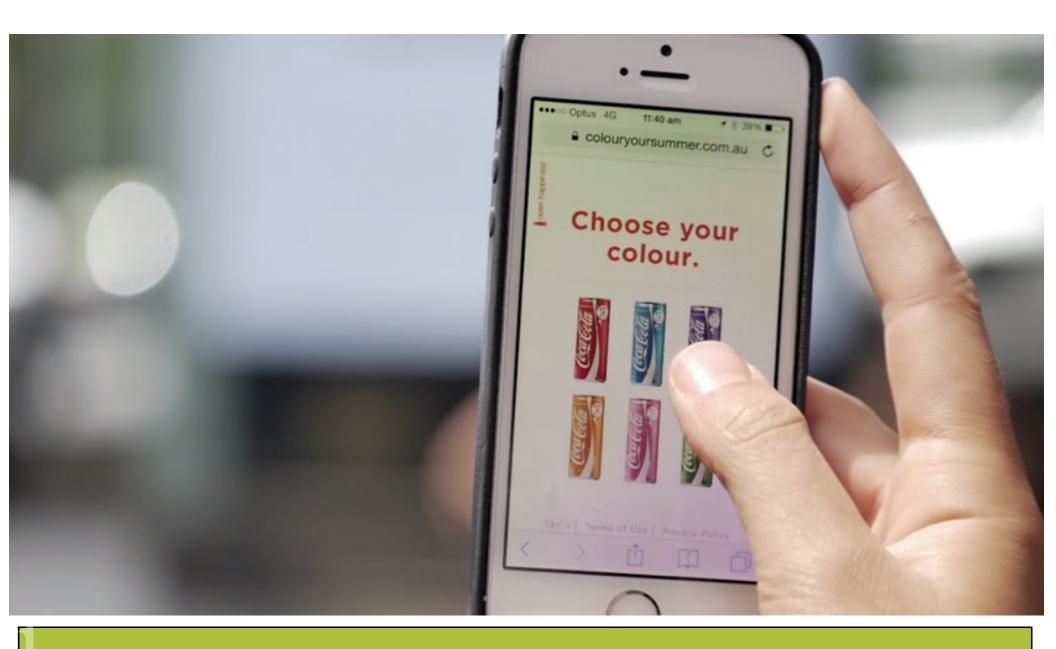
















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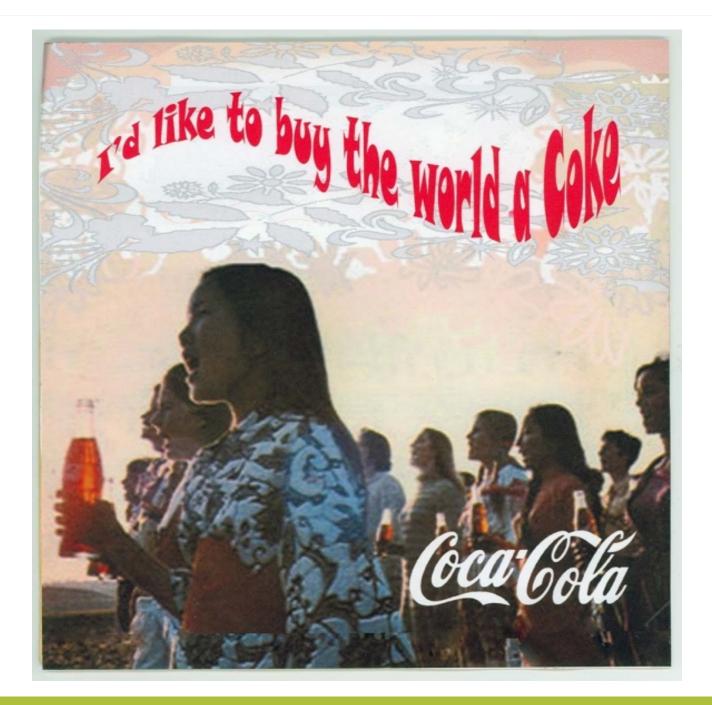
(thrifted dress, roller blades and teddy bear)

I've been trying to get my hands on the new #colouryoursummer Coke cans for ages and finally found some in a service station. And then the next week I realised they've been selling them at my work the whole time (#facepalm)! Ah well, they are so cute I picked up the pink, purple and blue ones and not sure if I will ever drink them or just keep them on the shelf looking cute forever and ever \*\*\*\*\*

POSTED BY HEATHER AT <u>12:36 PM</u> <u>13 COMMENTS</u> <u>MBEEGO</u> G+1 Recommend this on Google LABELS: <u>OUTFITS</u>, <u>PASTEL</u>, <u>PHOTOGRAPHY</u>, <u>PINK</u>

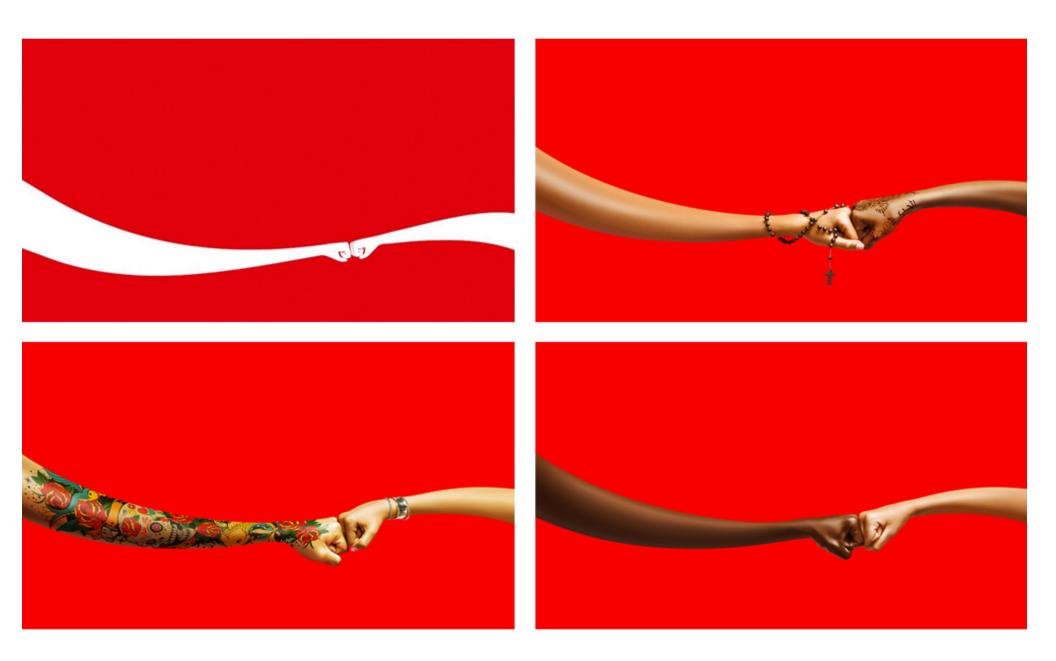








### Cause Marketing (Social Consciousness)











# 50,000,000

#### **ALREADY 50 MILLION INTERACTIONS!**

Today, talk, text, tweet to end the stigma around mental illness.





















Canadian Mental Health Association

Association canadienne pour la santé mentale



Can a Library Suffer From Low Self Esteem?



# Our Biggest Asset

### Who else wants to be a trusted part of our community?

www.hardieandcompany.com

### Pulling it All Together (Building a robust advertising engagement campaign)

Be Fearless. Be Strategic. Go Big --- expect much more but deliver much more. Remember, "trust" is an asset others value. Find the unexpected, mutually beneficial partnerships others miss. Act locally but outside your library for greatest impact.



Working with french wine growers, Louis Pasteur developed this process to extend product shelf life and kill dow

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work/ passion

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#### More Starts Ners!

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#### more inside



**Town of Innisfil** Council Municipal Departments New opportunities

www.hardieandcompany.com

## Sow & Reap (Possibilities abound)



**Be Fearless. Be Strategic** Go Big --- expect much more but deliver much more. Remember, "trust" is an asset others value. Find the unexpected, mutually beneficial partnerships others miss. Act locally but outside your library for greatest impact.

"You do not merely want to be considered the best of the best, you want to be considered the <u>only ones</u> who do what you do."

~ Jerry Garcia, The Grateful Dead



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