## American Library Association

Telling your Library's most compelling story Summary Slides

June 24, 2016

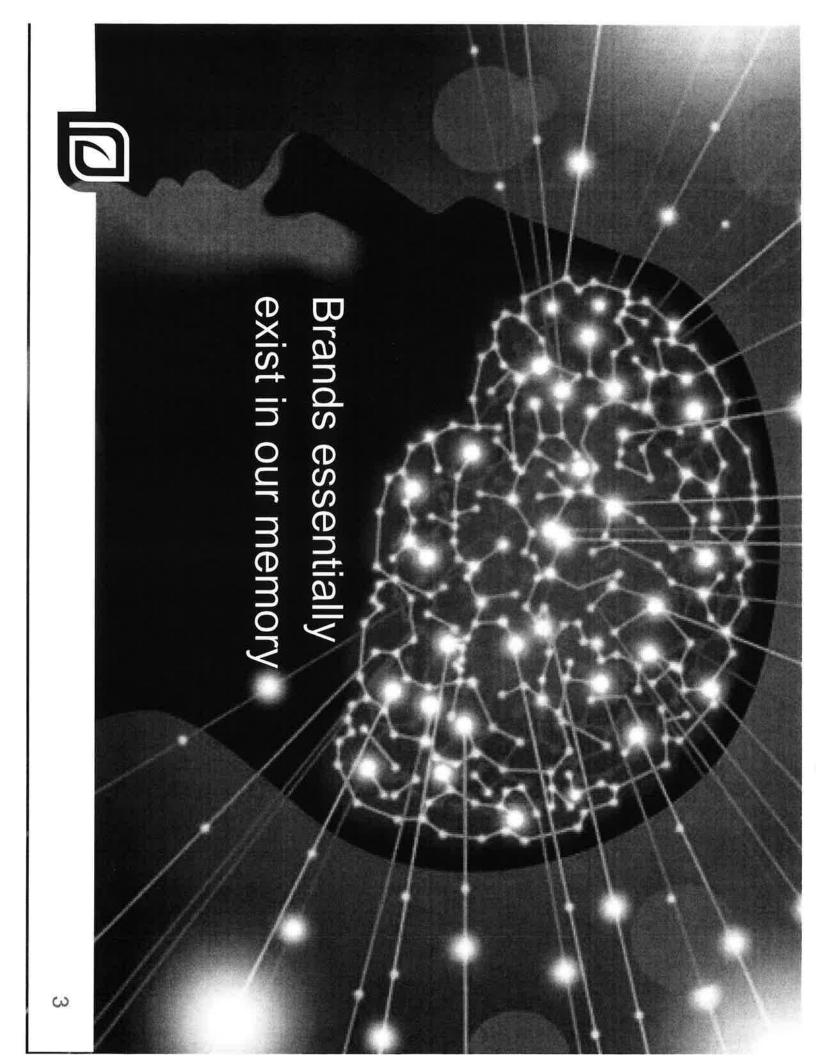
12 brandgarten

Sponsored by: Demco



- The Power of Storytelling
- Using Archetypes as a Storytelling Framework
- Lunch
- From Storytelling to "Storydoing"
- Envisioning the Library of Tomorrow





### associate libraries with books Today, we believe patrons primarily

What's the one word or idea that you believe the average patron associates with the library today? (Librarian Survey, N=14)

Internet

Enlightenment

Daunting Reading Connection



# Today, we believe the public associates us with

#### books and computer resources Free access

Study space Study space Meeting space Learning Learning

Spaces

Customer service

Knowledgeable staff

Service

Refuge Open to all Bathrooms Refuge Community Neighborhood resource

Free

Free

Resume help

LIBRAR

Tight budget

Storytime

Kids programs

Tax documents

Fines Taxes

Obsolete Outdated

> Books Books Books DVD's Audio books Computer Access Computers Videos Information Free Wifi Materials Internet Electronic resources

Rules SHHHI



Source: Workshop exercise

### friendly and knowledgeable helper We believe the public sees the librarian today as a

Gatekeeper Rules enforcer

Rule keeper

Uptight Belittling

Mean

Unapproachable Shushing

Friendly

Friend

Friendly

Nice guys

"Normal" — Like M

Helpful

Helper

Fun

Sate Computer help

Knowledgeable
Knowledgeable
Free genius bar
Teacher
Smart
Expert
Educated
Answer people

Book worm Likes to read



Mousey Nerd

Geeks

Wears glasses

Female Female

Behind the desk

Everyone who works in a library

Source: Workshop exercise



Community Principled

Out of touch

Old fashioned

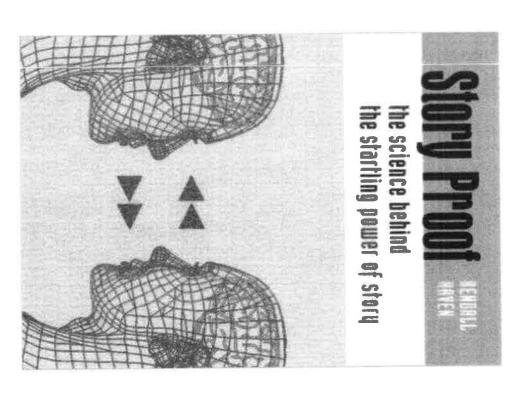
Dated

Community leader



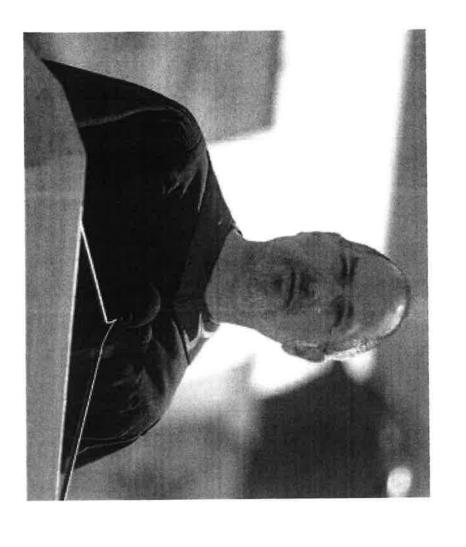
# Science now proves of the power of Story

Human minds rely on stories and on story architecture as the primary roadmap for understanding, making sense of, remembering and planning our lives.





# Steve Jobs' 2005 Stanford Commencement Address



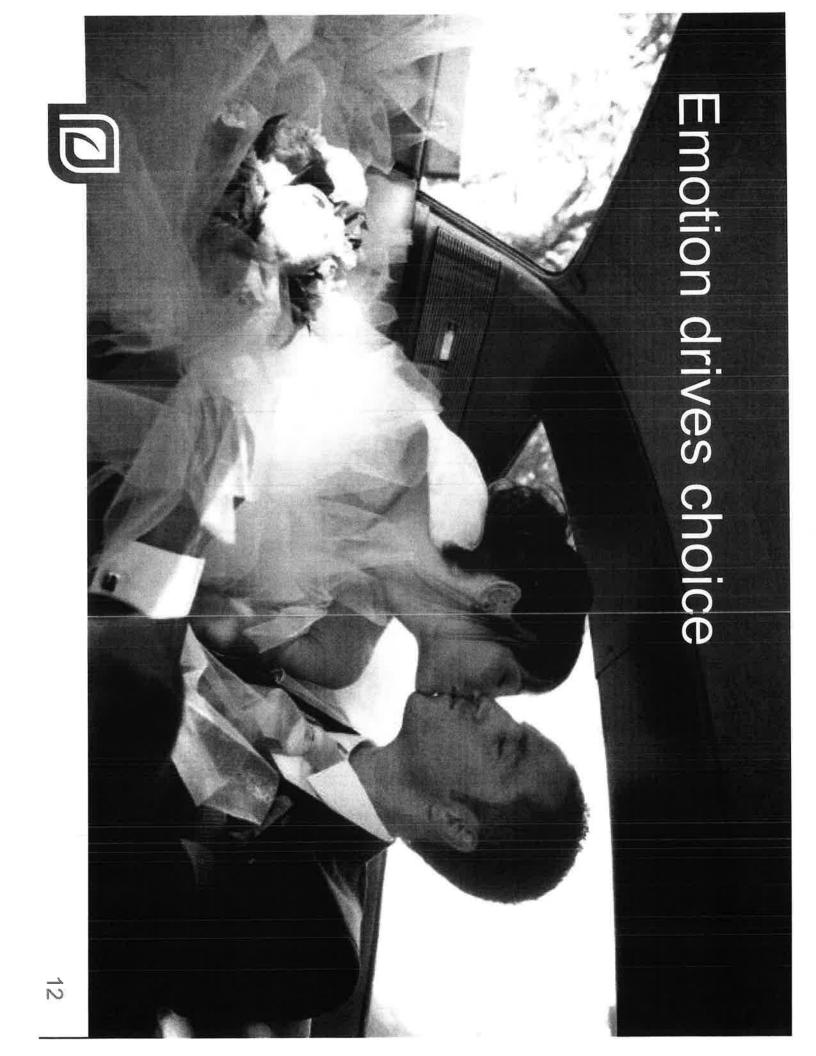
I am honored to be with you today at your commencement from one of the finest universities in the world. I never graduated from college. Truth be told, this is the closest I've ever gotten to a college graduation.

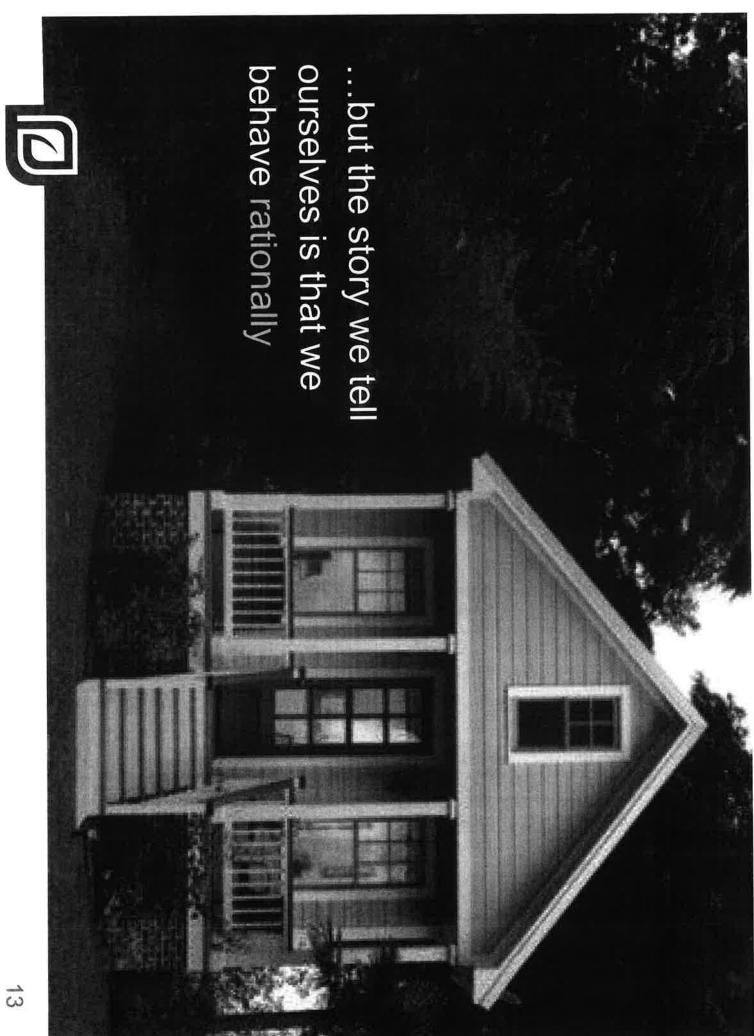
Today I want to tell you three stories from my life. That's it. No big deal. Just three stories...



People don't buy things, they buy the story about the thing

Stories deliver on emotional needs we all share





# Successful brands use two modes of thinking

#### System 1 Thinking

- Involuntary, automatic responses
- Uses emotional shorthand



The story that drives our behavior



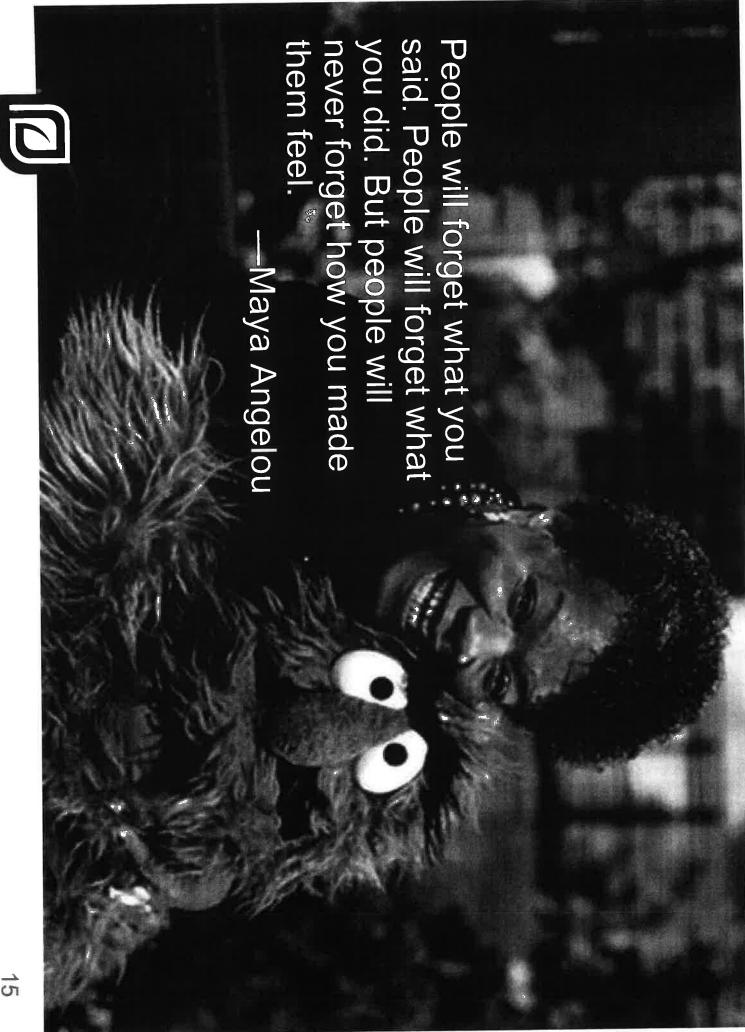
#### System 2 Thinking

- Conscious deliberate thought
- Rational justification



The story we tell ourselves

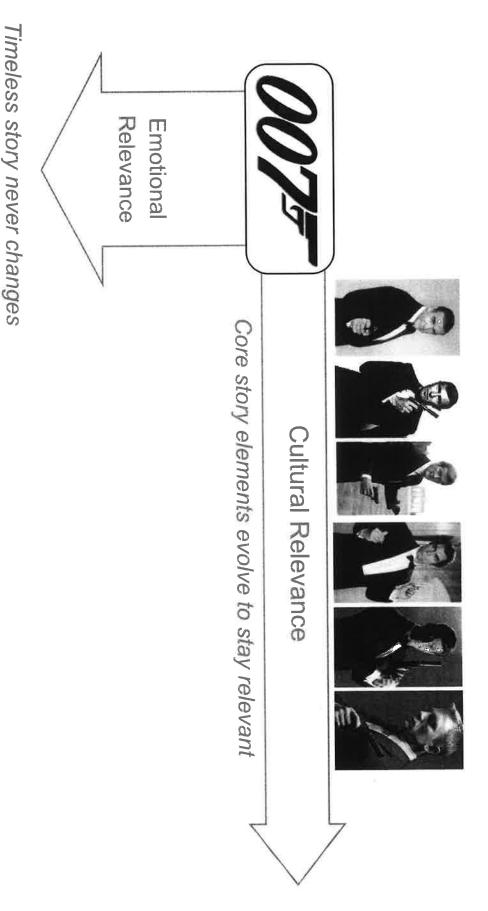




What makes a story good?



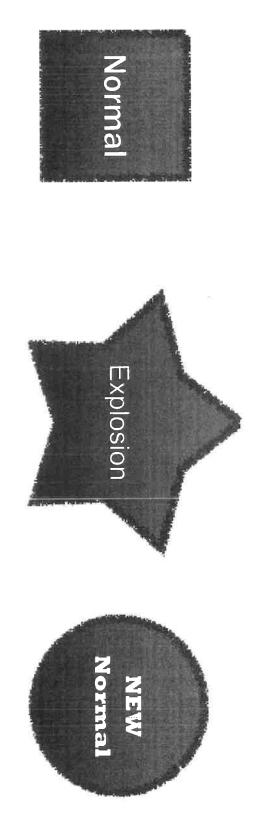
# Good stories stay relevant in two ways...





### Good Stories...

- Have a beginning, middle and end (Aristotle)
- Happen in a particular time and place
- Have characters we care about. Something is at stake.
- Have a plot (something happens!)
- O As a result, something new comes to be





## What's your personal story?

- What is the time and place of your story?
- What was it you wanted? What was at stake?
- What was your "Normal?" (Beginning))
- What was your "Explosion?" (Middle)
- What was your "New Normal?" (End)

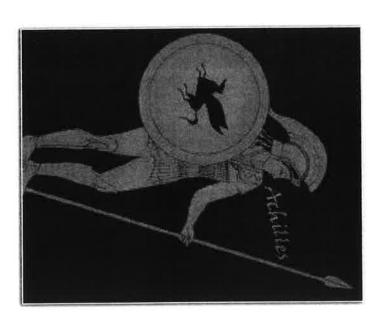


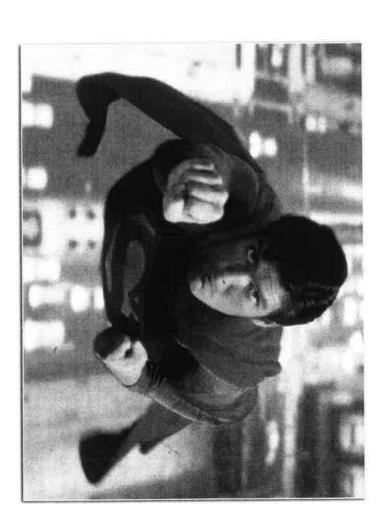






## Some stories are universal

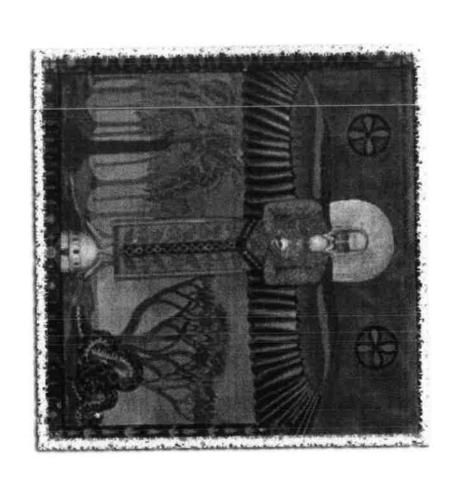






#### Archetypes

Innate universal pre-conscious psychic dispositions that form the substrate from which the basic themes of human life emerge





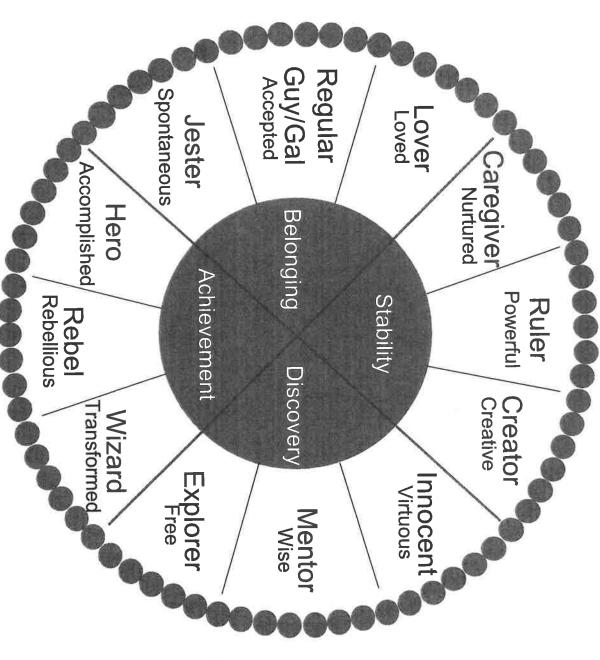
## Archetypal Stories



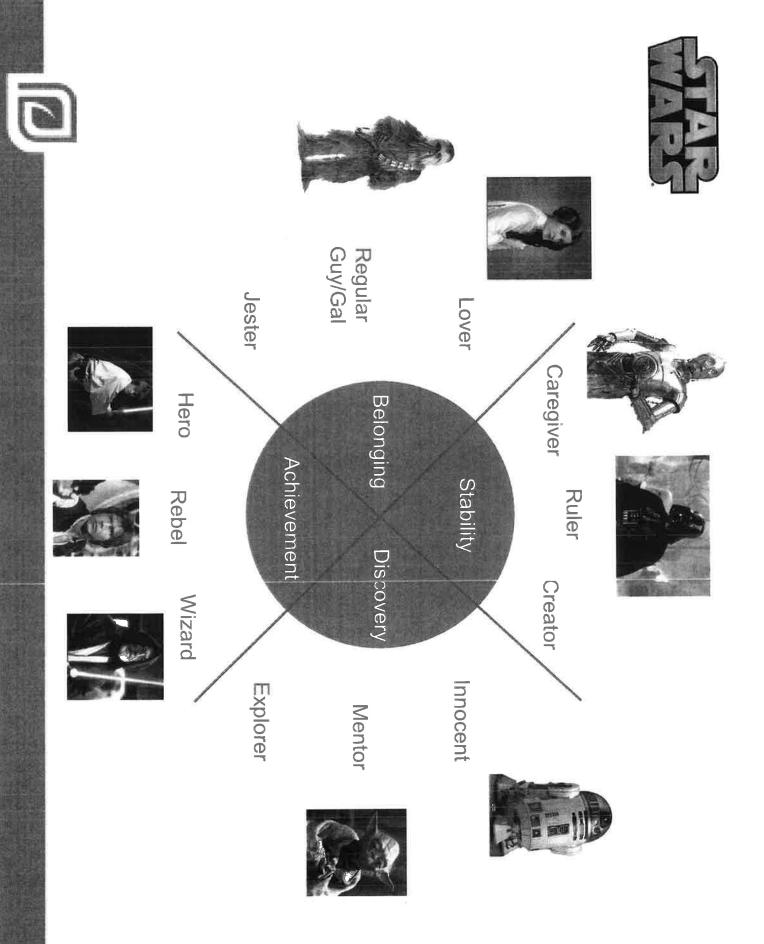


Archetypal stories deliver on our deepest emotional needs

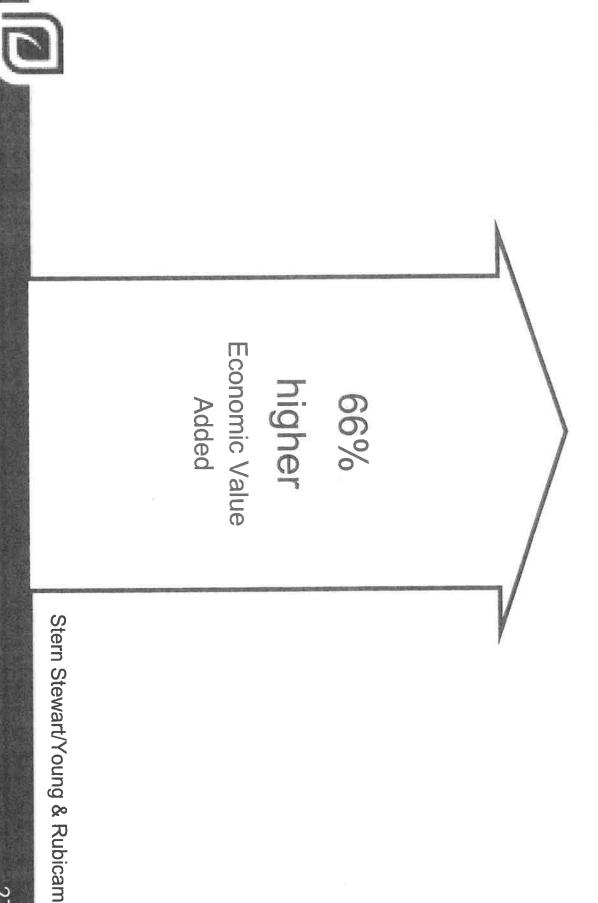
# Archetypal Stories deliver on key emotions





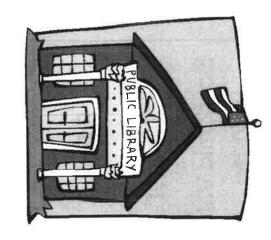


# Strong brands tell ONE Archetypal Story



## Who is YOUR Library Today?







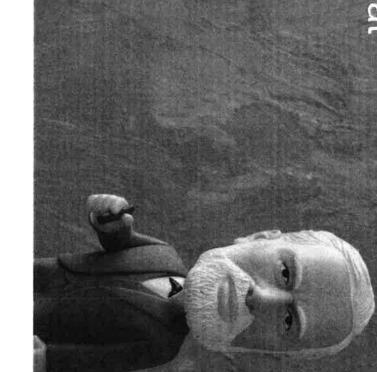




### EXERCISE

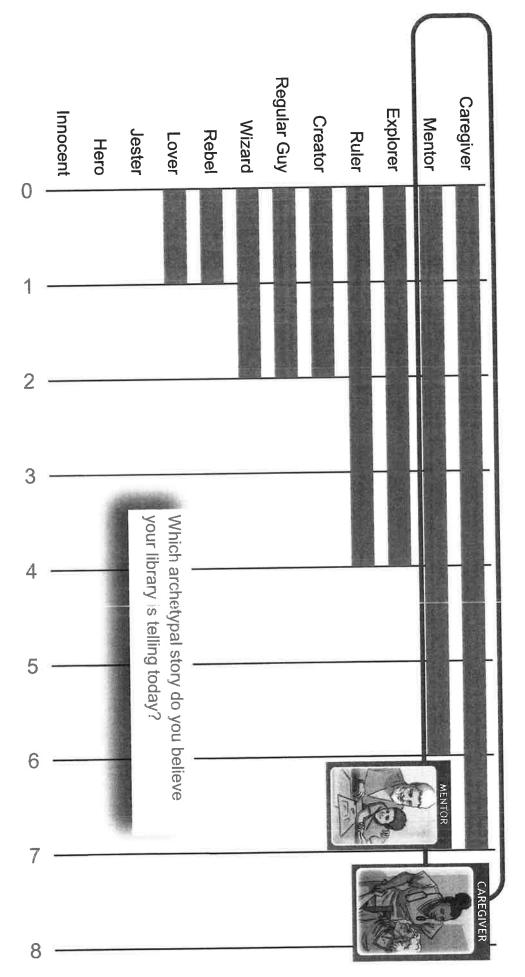
(15 min.)

represents your library today At your table, choose a card that





### Your library Today





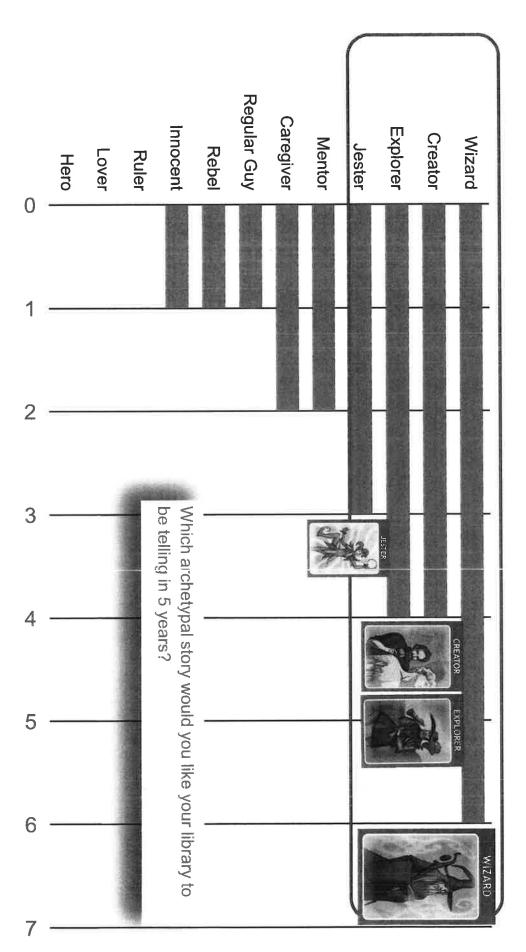
### EXERCISE

(15 min.)

At your table, choose a card that your library to tell in 5 years represents the story you would like



## Your library In 5 Years



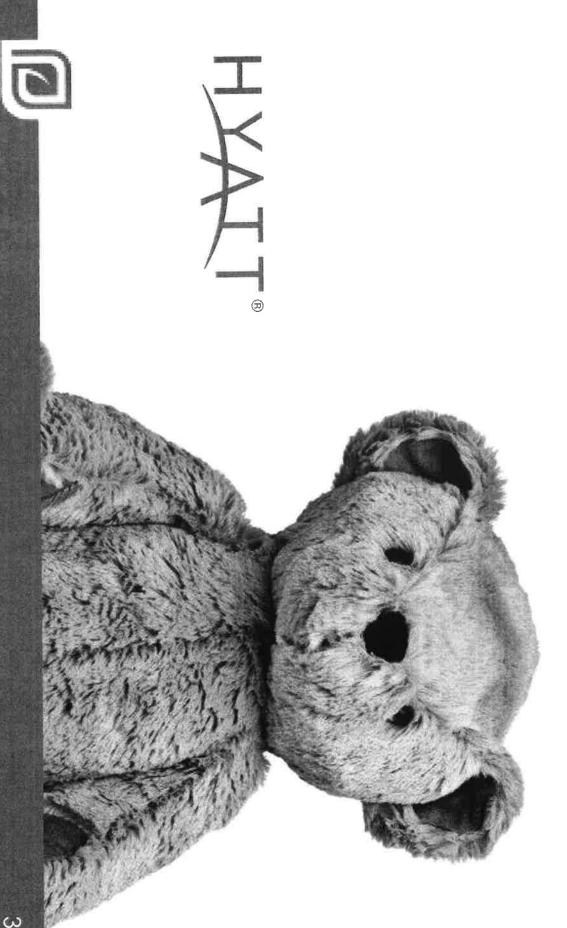


#### Cool Ideas

from 2015 Library Vision & Innovation Conference



## The little things you do matter more than the big things you say

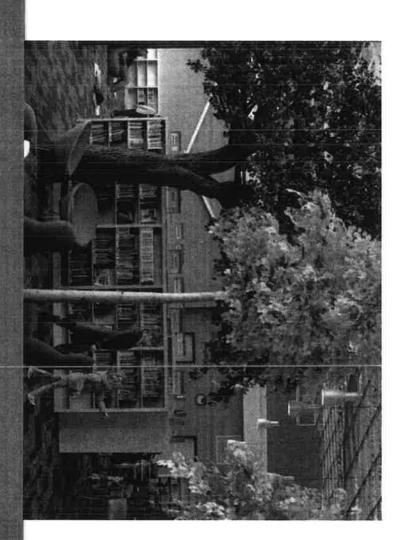




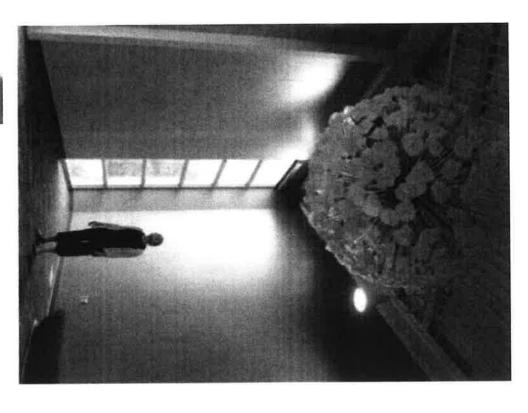


### anythink

A REVOLUTION OF RANGEVIEW LIBRARIES



# **Anythink Colorado** Collaborative Community Art Project: This is Who We Are



- Interactive installation by paper artist Helen Hiebert
- Large "dandelion" sculpture made of 300 handcrafted paper "wishes" from community
- Motion-activated audio featuring recordings of wishes



## Anythink Colorado Training Day at the Denver Museum of Nature & Science



- Entire Library staff of 130 participated
- Seeking ways to create more interactive experiences at library
- Led to "experience zones" at library
- Led to "The Anythink Tunnel"

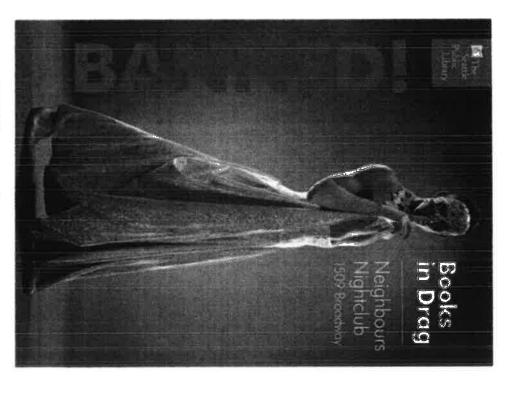


## Ice Cream Carts for Books Denver Public Library



- lce cream carts repurposed for books, crafts & snacks
- Signed up families with library cards in diverse neighborhoods

### Books in Drag Seattle Public Library





- Dress up as a character from your favorite banned book
- 21-&-over event hosted at local nightclub
- Seattle's favorite drag performers and comedians gave performances inspired by their favorite banned books

### New Logo / Campaign Hamilton, Indiana





Book + Kites logo created by local agencies co-working at library for rebranding

New tagline: Ideas Live Here

Relaunch with community and paper kites



### Alice in Artland Outdoor Craft Fair Craighead County/Jonesboro, Arkansas



- All activities were "Alice in Wonderland" Themed
- Live music, games, food and crafts, + 40 local artists
- Focal point for non-profits to inform community

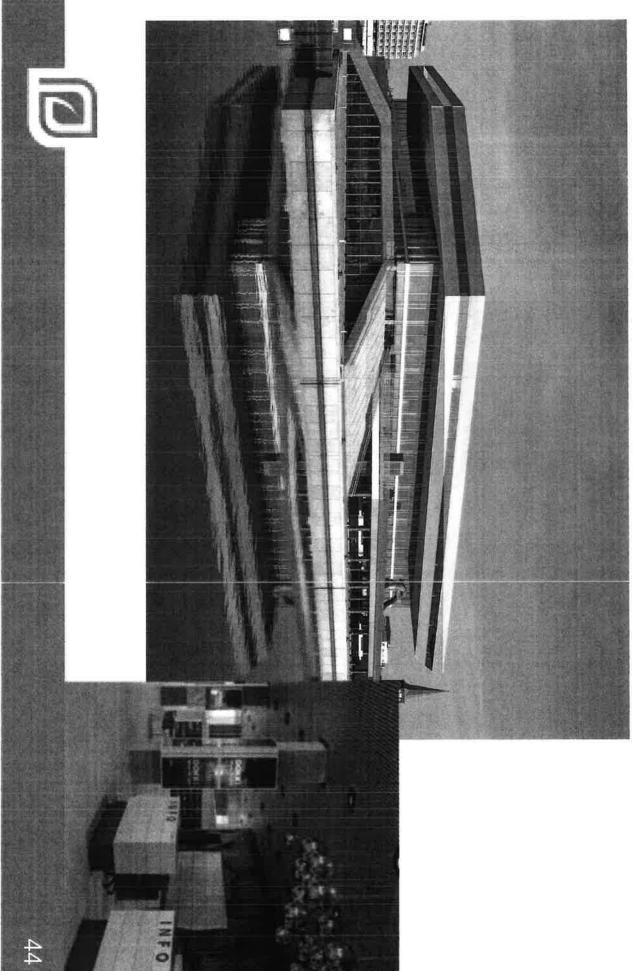
### Children & Literacy Madison, Wisconsin



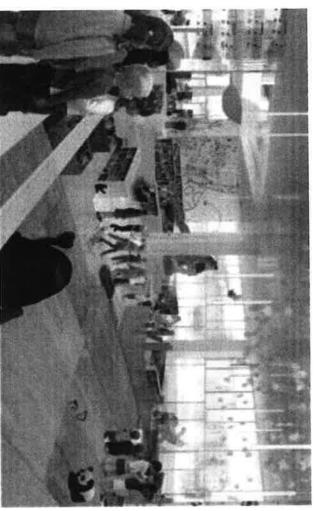
- All new moms went home from hospital with books
- Librarians training health care workers to add literacy to their mission

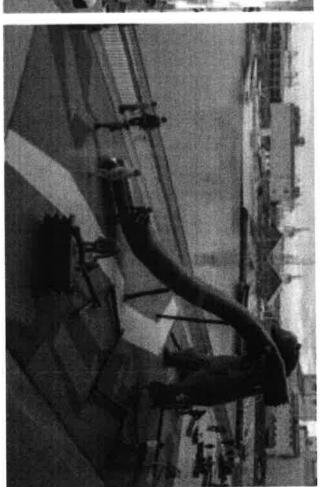


#### <u>Dokk 1</u> Aarhus, Denmark



#### <u>Dokk 1</u> Aarhus, Denmark



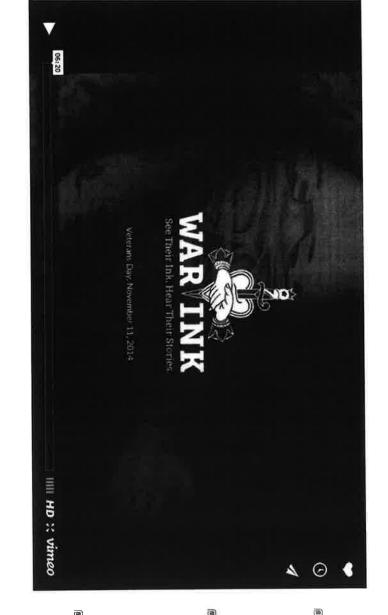


- Scandinavia's largest library in the center of town
- "Library of the future" designed over 10 years
- Designed for people, not collections
- "Birth Gong"



Let's build our Idea Wal

### Warlnk.com

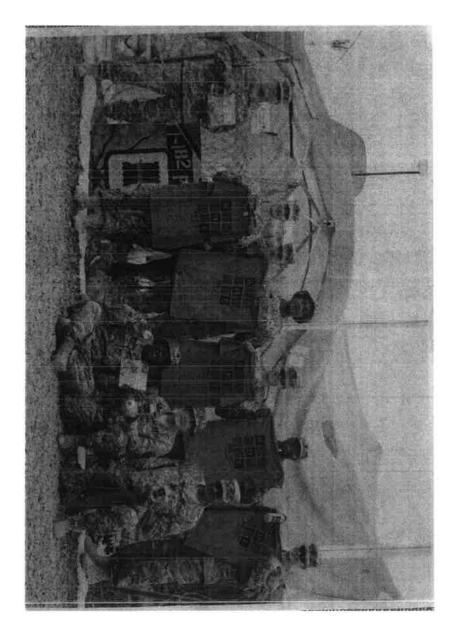


Santa Clara County Library,
Santa Clara County, CA
Chris Brown, Deputy County Librarian

share their creative and artistic provides a platform for veterans to sparked the basis for the project that Many of them had tattoos which that often we don't see their stories told who came home from war and noted In 2014/15 library was working with vets several partner organizations worked StoryCorps project and two grants, Through an expansion of the expression with the community in the community around us includes their tattoo art through 4 together to create a media exhibit that multimedia chapters tells the story of 24 veterans and



# Middle East Military Library



Kent District Library, Comstock Park, MI Lance Werner, Director

- Sargent was deployed on overseas mission from Wyoming branch library
- Library on base only included 9 books
- When library collection was weeded, genres were gathered that soldiers were most interested in
- Base library is now up to 220 books, CDs and DVDs
- Also included library SWAG in care packages



## Presentation Lab



- Campus has a collection of rare artifacts found only at Northwestern
- Wanted a way to bring more exposure to items
- The Library Lab was a way to showcase the items as well as highlight the techniques utilized to display and care for the collection

Northwestern University Libraries Evanston IL Clare Roccaforte, Director of Marketing and Communications



# TedX Sno-Isle Libraries



Sno-Isle Public Library, Snohomish and Island Counties, WA Ken Harvey, Director of Communications

Library looking for a way to be relevant and transformational within the community

Had strategic initiatives of Connected Communities and Economically Sound Communities

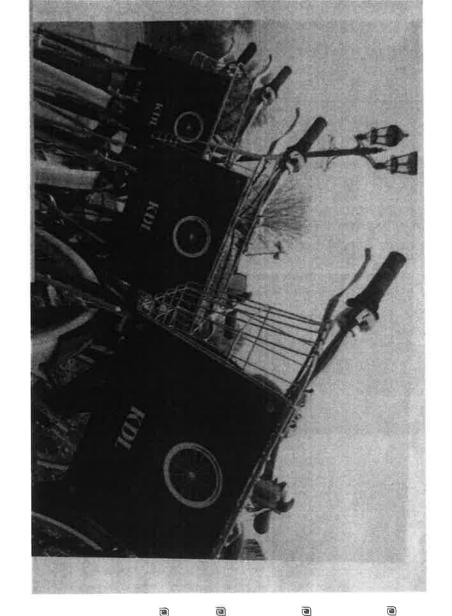
Wanted to promote idea of "Library without Walls"
 Put together a full day event with speakers on various subjects

Filled 700 seat facility, 1900 people live streamed the event, over 41,000 have viewed on Tedx (Tedx Sno-Isle)

**a** 



### Books & Bikes



Kent District Library, Comstock Park, MI Lance Werner, Director

- Kent County has an extensive bike trail system and a partnership with Grand Rapids Bike
- Bikes known as KDL Cruisers are now available for checkout at 16 branch libraries
- Supports the community bike culture for both fitness and enjoyment
- Come with basket, bike lock and key

# Young Author's Festival



- Engages multiple communities through collaboration with the literature department
- Annual contest at the Madigian Library on the Univ. of MI-Dearborn campus
- Encourages literacy and a love of reading and writing for students in grades 3-5

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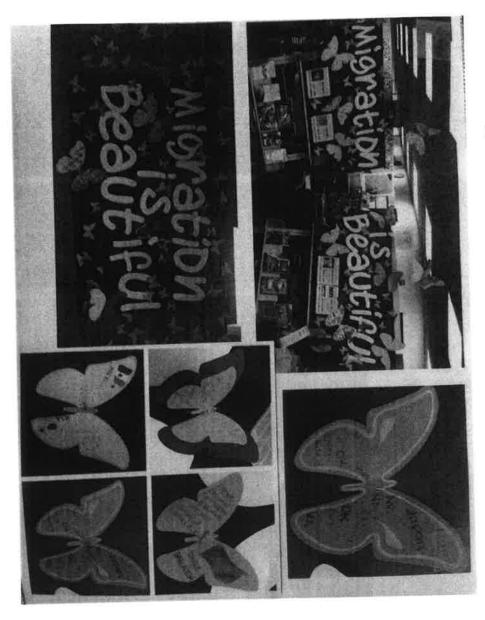
- Provides students in the Education program an opportunity to interact with parents and elementary age children—go to schools to promote
- Usually partner with Michigan authors
- Sometimes incorporates creative projects such as writing with a ukulele, binding a book with a hairband and pencil

University of Michigan - Dearborn, Dearborn, MI

Barbara Bolek, Senior Associate Librarian/Cataloger



# Migration is Beautiful



International Education Week
Celebrated diversity and recognized
that we are a modern day Ellis Island
with refugees, Community College is
where they learn English and trades
Students encouraged to tell theirs
stories and acknowledge where they
were from on colorful butterflies that

Framed a positive discussion on immigration

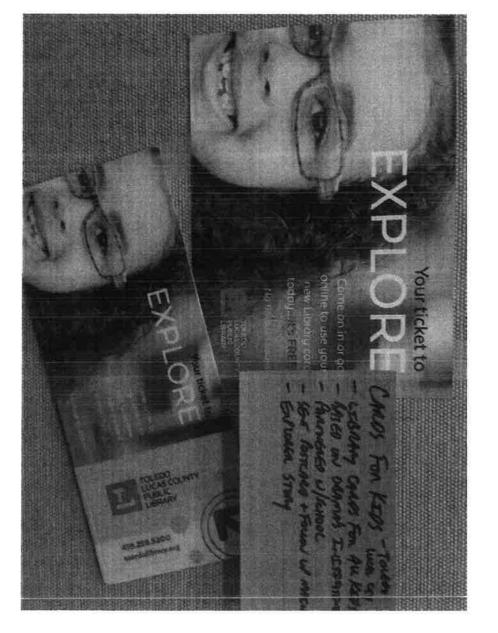
created a collage

Was supposed to be 2 weeks but due to an overwhelming response it is now in a permanent location in the library

Northern Virginia Community College, Alexandria Campus, VA Michelle Jerney-Davis, Director



### Cards for Kids



Toledo-Lucas County Public Library, Toledo, OH
Susan Gibney, Marketing Manager

- Goal to get library cards to all kids in the city
- Based on Obama's ConnectED initiative
- Partnered with the schools to promote reading
- Sent an initial postcard that invited people in and let them know what to expect from the library
- Second mailer included punch out library card that was ready to be activated
- Removed fines on Children's books to make the library friendlier and more accessible



# Bibliotech Digital Library



Using our library mascot owl "Techolote," as a quick response code (QR)

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Needed way to convey Read Anywhere message since library is completely digital

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- Wanted to convey idea that library is not defined by walls or physical books
- QR code mascot became key to enter the library-also used on temporary tattoos and bumper stickers

**a** 

Bibliotech, Bexar County Digital Library San Antonio, TX
Laura Cole, Administrator



# Ride and Read Program



- Launching in Fall 2016
- Parinership with local transit authority, VIA Metropolitan
- VIA introduced free wireless Internet service throughout fleet and facilities in 2015
- BiblioTech is co-branding and using this opportunity to establish digital presence

throughout the county

Bus riders can access landing page to register for a card, browse catalog and immediately check out books

Bibliotech, Bexar County Digital Library San Antonio, TX Laura Cole, Administrator



# Latin-American Heritage Program



#### MERICANS NERICANS

500 YEARS OF HISTORY



- Participated in national event to commemorate Hispanic Heritage Month Highlighted by Cristina Henriquez visit, reading from The Book of Unknown Americans
- Other events also celebrated the month at different branches
- Marketed at Festival Latino which was out of the library district, as well as through Latino Radio and TV stations
- Tied to the Library's Strategic Initiative "Introducing the Community to Itself"

Delaware County District Library, Delaware County, OH George Needham, Director



# Legislative Library Day



- Legislators met with librarians at the Georgia Council of Public Libraries Public Library Day on Jan. 27th
- Gives staff trustees and supporters from across the state the opportunity to meet informally with their officials
- Team took 3D printed hand produced in their library to share with legislators
- Used as a talking point for advocating for more books and digital materials & equipment
- Legislators learned more about the library

Cobb County Public Library System, Marietta, GA
Helen Poyer, Library Director

### Class Librarian

Meet Else Alvaro, librarian for the class of 2019



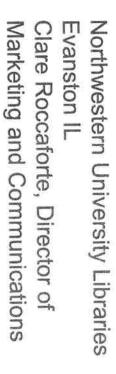
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for you," it's not an aversament, every days in

- more approachable Wanted to make librarians
- assigned for freshman students in declared Librarians had been majors as a resource
- It was discovered that not have a specific undeclared students did resource
- was introduced for new students An overall "class librarian"

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- and info out with librarian's photos Trading cards were given
- Act in a mentor role





# Mobile App Competition

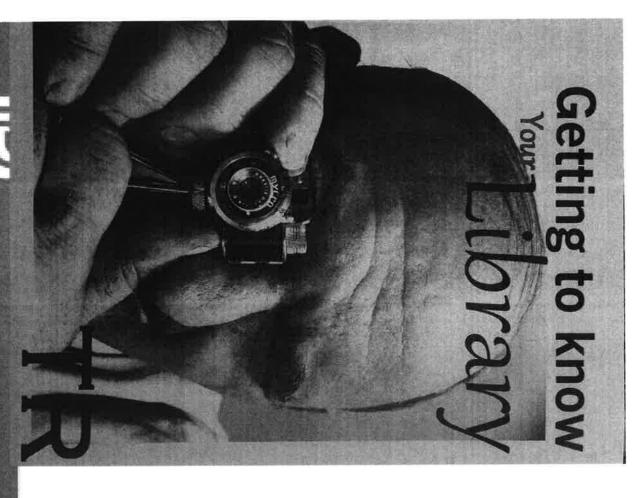


- Program designed to create relationships with students and the library, as well as among students
- Theme was "Everything is Possible"
- Kids competing came from different backgrounds
- Winning team included 3 students majoring in Marketing, IT, Accounting & Finance—they all were members of the Guitar club
- Program helped to tell the story of the library users
- They share their stories with other students

Singapore Institute of Management, Singapore
May Tan



# Know Your Library



- Campaign to bring awareness to what the library has to offer
- Visual approach to demonstrate categories
- Worked to educate children on the Library of Congress classification

Toledo-Lucas County Public Library, Toledo, OH Susan Gibney, Marketing Manager

## Library Makeover



US Marine Academy Library,
West Point, NY
Laura Mosher, Reference Librarian

- Transitioned to small service points from large circulation and reference desks-created more "people presence" to be more welcoming
- Created point to welcome people as they entered the building which also serves as circulation point
- work spaces and collaborative seating options Opened up periodical room to include different types of

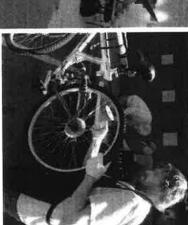
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### Repair Café







Community engagement event offered on a regular basis Patrons bring broken items in and local volunteers try to fix

- A number of stations are set up for different types of projects People bringing items to be repaired are encouraged to stay with their item while it is being fixed
- 3D printing is done on demand to create needed parts

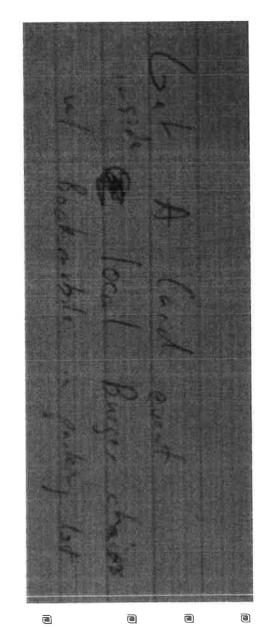
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Fort Vancouver Regional Library District Vancouver, WA

Tak Kendrick, Communications and Marketing Director



# **Books and Burgers**



- Outreach event planned for Get a Library Card Month
- Has not yet occurred so still finalizing name and activities
- Plans include hosting event at a local burger chain and having burger tie-ins and handwritten slips Will have Bookmobile present to help reinforce what the library has to offer

Vancouver, WA Fort Vancouver Regional Library District Tak Kendrick, Communications and Marketing Director



## Indoor Play Zone



Athens-Limestone Public Library, Athens, AL Paula Laurita, Library Director

New library created in an old supermarket taking the library from a 9800 sq. ft. space to 35,000 sq. ft. space

- Gave opportunities for new service offerings
- Pre-function space was created outside of the main library area which is a flexible use space
- Wanted to have an indoor space during the hot summer months where parents, grandparents and caregivers would have a comfortable space to bring kids
- Created a temporary Play Space for children 6 & U with pools filled with balls, hula hoops and other activities to keep kids busy



# Teacher Training with Primary Sources



- on how to teach with primary sources Library of Congress recognized that education was needed
- development programs incorporate training into existing education and professional Program set up to award grants to organizations wanted to
- Can be used to deliver on-line or in-person TPS workshops, revising academic course syllabi to include a TPS focus embed materials and content into broader programs or

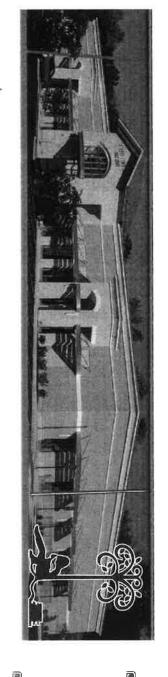
Library of Congress
Washington, D.C.
Cheryl Fox, Collections Specialist







# School Book Partnership



- Developed a partnership with the schools to circulate summer reader book list books
- Kept schools from needing to staff libraries in the summer



Athens-Limestone Public Library, Athens, AL Paula Laurita, Library Director





# Creative Aging in New York State Libraries

"...! feel libraries are the greatest bargain and this kind of program is a wonderful example."
JOHN C. HART MEMORIAL UBBARY ISHRUB OAK)





Westchester Library System, NY Patricia Brigham, Development Director

- 4 library systems received an IMLS National Leadership Grant which is also a collaboration with Lifetime Arts, Inc. and the American Library Association
- The library systems will share information, on-site and online training, support materials and best practices for national dissemination Mini-grants to WI S libraries allow librarians to
- Mini-grants to WLS libraries allow librarians to work with professional teaching artists to present long-term residencies for seniors in the visual, performing and literary arts

  Grant program was intended to support the
- Grant program was intended to support the building of a national model for outreach, professional development and art making programs in the library



# Librarian Training Space



Empowering libraries. Empowering communities

Westchester Library System, NY Patricia Brigham, Development Director

- WLS supports 38 independent libraries
- Mission of training and professional development for librarians
- Moved to new space and set aside large space for innovation lab

Facilitates exploration of new ideas

**6** 

- 3D Printers
- Sewing machines
- offer university of fashion.com subscription
- Programs for adults and kids
- Courses provided prior to roll out of a new program in the library



# Ideas to begin telling our new library story





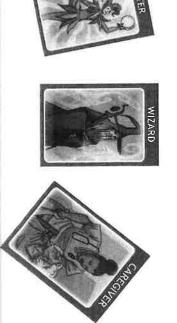


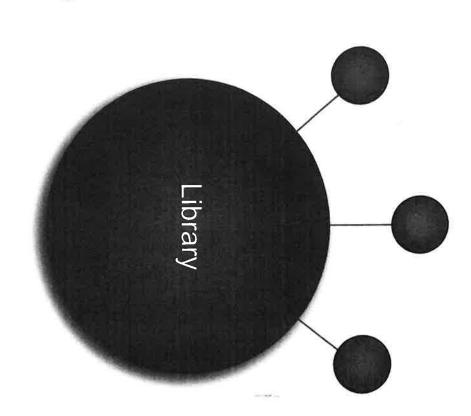


## "Customers" feelings about the library are formed Identify 3 most important touchpoints where Library

### Consider:

- Physical Space Experience
- Staff Interactions
- Programs/Website resources
- Entry Experience
- Social Media Experience
- Experience with Library Programs
- Community Experience







Caregiver Ideas



### Caregiver Ideas



### Physical Space

- Library Navigation comprehensive way-finding program: excellent lighting, clear signage and an "Answer Kiosk."
- Touch Screen Navigation End caps on stacks with Siri or Cortana-Style voice activation for way finding or reference.
- Space Interaction many different channels to interact with the users Skype, FaceTime
- MySpace Create many personalized nooks and crannies around the library, include fireplaces and couches
- Operation Collaboration Create spaces where users can choose how they interact with each other
- Ergonomic Meeting Rooms Chairs in the meeting rooms that don't break your back. Adjustable height podiums, couches

### Staff Interactions

- that engage users more What are we working on today? - Instead of asking How can I help you? or What do you need? Ask open ended questions
- Relaxed Not Rushed Help people feel the library provides them with "Me Time"
- Roaming Reference Ref Librarians move around to engage users
- Slow Reference Spending time with users to help them more
   Force Multipliers Create a personal librarian program
- Subject Specialists Show care for user needs by having specialists for various topics on staff.
- I Love Cadets Ensure that staff at all service points are genuinely happy to see and help our main user population.
- Mandatory Eye Contact All staff are taught and expected to make brief eye contact with library users
- Automatic Scut Work Robots to pull ILLS; Shelving? Free up human staff



### CAREGIVER

## Caregiver Ideas (cont.)

### Programs/Website Resources

- Holistic Library Programming Every programming cycle will include programs for people with different learning styles, physical challenges and first languages
- and human (within bandwidth restrictions) Picture Site - Every library website page devotes more space to graphics than to text. Make it more emotional
- Scout More options for using our discovery tool. Not just keyword on the first page of website.



### Jester Ideas



### Physical Space

- Ball Pit Fill the tower mezzanine with balls to make a giant ball pit for exam relief or maybe all the time
- Puppet Stage Learn the arts through activity spaces for preschool and school age kids to discover performing arts through music, plays and performance dance
- Unexpected Angles The library can take you to surprising places
- Atrium Room On side of DR in the middle of the library. Glass ceiling and walls with winding brick pathway. Benches, tables & chairs, small trees, flowers, birds, for reading and study.
- an inspiring and warm atmosphere Adaptive Person-Centric Space - Fun, colorful, playful, bright. can be changed around depending on the need to create
- students -- let them see themselves in the space Open & Welcome Entry - Encourage further exploration. Easy entry to soft seating & collaborative spaces. Reflects the

### Staff Interactions

- Director of Fun or Chief Jester title for the library director or an new position
- Costume Days All staff dressed in costumes related to holidays and special events
- Discover the Arts Staff provides instruction/guidance through reading, music& dance. Hip & energetic
- What To Read Today? Interactive experience on entry. The library takes you where you want to go.
- Congratulate them for taxing such a positive step. Celebrate their accomplishments Congratulate New Students - Many have overcome obstacles to attend college. Validate their commitment.
- High Fives Staff gives high fives all around the library throughout the day.
- that they do Spirit Day - Daily Jokes, Staff in costumes. Easy going, expressive, kind. Create positive energy and fun in all things







### Programs/Website Resources

- Stand-up Comics Stand-up night with local comics. Include Kid comedy night
- Culture FEST Host a Culture Festival of the Month
- Comic Book Swap -facilitate a user comic book swap meet
- Books Alive Read a popular children's book, then create and perform a play about it
- enriched through knowledge and positive emotion based on the richness of the interpersonal Person-centric Programs - Each program is relevant, fun and inspiring. People that attend are interaction
- Virtual Bulletin Board Reader's Advisory the library connects you
- Select and institute the best ones, giving the patron credit for the idea. What's your definition of Fun? - User survey of library patrons asking them for fun program ideas.



### Wizard Ideas



### Physical Space

- Wonder Wall of WOW! High tech, high touch interactive wall resource in the library
- awareness of the programs and experiences. Tied to social media. Ratings & Reviews - Digital display with customer reviews of library programs outside the library to raise
- The Wizard's Familiar Rumba-like robot that carries a few Lucky Day titles as it zooms around the floor
- Neon Threshold To show you're going into a new transforming space. Use neon to draw attention and wonder.
- Open and Airy Neutral colors and no clutter. Welcome desk indoors.
- "play space" and materials Explore, Discover, Create - Open space with interactive stations. With new technologies and software. Creative

### Staff Interactions

- Social Media Evangelism Invite program participants to share pics and comments on social media
- LIT-BIT A tracker for reference transactions counting the number of times patrons learn or see something new.
- Wizard Guides Staff dressed as wizards (hat, cape, wands). They are available to guide users on their journey.
- eye of Sherlock Holmes, pinch of Marvel Comics an a dash of JK Rawling. Staff Spells & Recipes - staff creates a spell with "ingredients" in the library. Ex: For Super Vision - needs the
- Friendly Guide Staff offers assistance and education to empower users in an experience versus doing it for them. User would be called the "Seeker" and the Librarian would be the Advisor/Guide/Channeler



## Wizard Ideas (Cont.)



### Programs/Web Resources

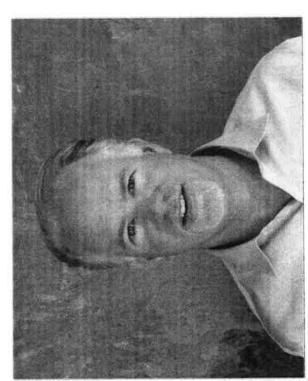
- events in libraries currently using it. Reminder App — Reminder text messages sent automatically to users. This offering has quadrupled teen attendance at
- a better place. Tied into learning and resources at the library New World Station - online collaboration - brainstorming collaborative portal to solve problems and make the world/community
- Heuristic Search e.g.: How do I fix my car? The database learns as it goes like Siri. A curated search engine for the library.
- Website Check-in Have a contest where users "Check-in" on social media to win a prize
- related to libraries that transform or change. Examples: Books that become birds, Computers that walk More Than Meets the Eye - Program that takes the root idea of transformers to have participants of all ages devise objects
- extreme gyms for inspiration. Not so focused on the newest web architecture, but the aspirational message Aspiration-based website - Aspirational website that gives people a sense of reach in their learning. Look at crossfire or
- Kitchen Wizards Kits that allow STEM experiments in the home
- Books & Bobbins needle craft making space with sewing, quilting, knitting and other hobbies
- text of ratings, testimonials, recommendations and pics/selfies of users with library materials Homepage Ratings & Testimonials - Large banner space showing the new titles, easy search and secondary banners rotating
- Personal Web Wizard - Customer friendly site with large search bar. "Let me help you find what you are looking for."



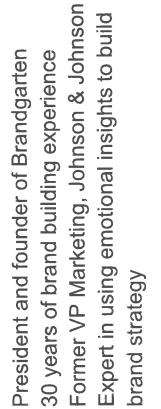
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## **Solution** brandgarten®

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