

Friends, Patrons, Countrymen!
Lend me your...stuff!



- Everyone in your community is a potential library sponsor, volunteer, or special guest!

This mini-demo will give you some quick and easy tips to finding the hidden treasures in your community and building partnerships with them that will enhance your library's services for years to come!



Tip # 1

- Be Shameless...but charming!



Tip # 2

- It's ALL IN THE DETAILS...
- So be creative, think outside the box.



Tip # 3

- Just like Hollywood & politics...
It's who you know –
- So make it a point to try and know everyone you can...they may come in handy down the road!



Tip #4

- Expect Chaos
- “Well laid plans take left turn to oblivion...film at 11”
- Always have a ‘Plan B’ and a ‘Plan C’
- Delegation = Sanity



Tip # 5

- Profuse Thank You letters to everyone who helped because...
- A happy Sponsor/volunteer/vendor is
- A “returning” sponsor/volunteer/vendor!

