Building a Cathedral

On the street I meet 3 bricklayers.

I ask them, "What are you doing?"

The first says, "I am laying bricks."

The second says, "I am building a wall."

The third says, "I am building a cathedral."



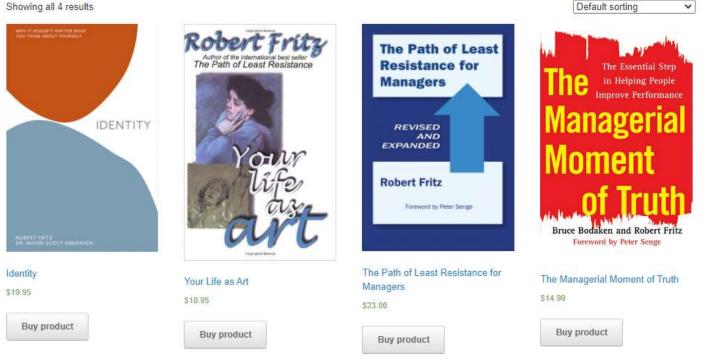


"You cannot create what you want by moving away from what you don't want." **Robert Fritz**

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Oscillating structure pulls us in competing directions.

Advancing structure moves us forward and creates momentum.



The structure of problem solving

High intensity of the problem.

Leads to action taken to solve it.

Leads to less intensity of the problem.

Leads to less action.

Leads to the problem's reintensifying if unsolved.



"Do marketing better."



Structural Tension







What is your vision?

Focus on what you want to create.





Marketing and Communication Committee Vision:

The community is informed about the resources at the library and how they can be utilized to improve their lives.

Library staff have well designed publicity materials to communicate to the public about the library resources available.

The library is well known and regarded in the community and people know what resources, services, and programs are available.



What is the current reality in relationship to the vision?

Statements, not judgement.





Marketing and Communication Committee Current Reality:

The community is not aware of all the resources at the library and how they can be utilized to improve their lives.

Publicity materials are not widely available, well-designed, or branded to communicate to the public about the library resources available.

The library is not necessarily top of mind in the community and people do not know what resources, services, and programs are available.



What are the steps to get from the current reality to your vision?

Focus on the big steps.

E City of McMinnville

Marketing and Communication Committee Actions:

Create branded materials to inform the public about library resources.

Keep our current audience engaged and informed.

Engage non-library users with the resources at the library to enhance and improve their lives.



Marketing and Communication Committee

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Marketing and Communication Committee Actions:

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Marketing and Communication Committee Actions:

Keep our current audience engaged and informed.







Reaching an average of ~800 users

Focused on community











Marketing and Communication Committee Actions:

Engage non-library users with the resources at the library to enhance and improve their lives.











(3) Action Steps

......................

(2) Current Reality

E City of McMinnville



McMinnville Public Library Strategic Plan 2022-2023

Level 1

Vision:

•The community knows of the library as a positive, dynamic, safe space for learning and entertainment.

•They are aware of the unique offerings and friendly staff.

•We provide a safe, comfortable, welcoming space for all community members, who recognize it as such.

•Our role to bolster life-long learning is reflected in our materials and programs we offer.

•Upward use trends demonstrate our relevance and intrinsic value.

•Staff is supported and able to focus on core services of the library through the building of a strong foundation of organization, process, financial support, and safety.

Actions

1. Build capacity and efficiency

- 2. Engage with success
- 3. Create a safe and welcoming space

Current reality:

•Historically positive reputation.

•Feedback from some public is that they do not feel safe at the library.

• There is lack of awareness bby community and patrons of the resources the library has to offer and the friendliness and professionalism of the library staff.

•The building is only place in McMinnville for houseless community members who want place-based services during the day.

•There is a lack of space for lending collections, seating for the public, and staff work areas

•Downward trend in overall circulation since 2011.

•Staff operates at or near capacity.

•Although staff is trained to deal with behavioral health incidents, attending to them diverts staff from their



What distinguishes leaders from laggards and greatness from mediocrity is the ability to uniquely imagine what could be." **Robert Fritz**





Presenters

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Friends of the McMinnville Public Library

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Books by Robert Fritz

The Path of Least Resistance

The Managerial Moment of Truth The Managerial Moment of Truth

Your Life as Art

The Path of Least Resistance for Managers





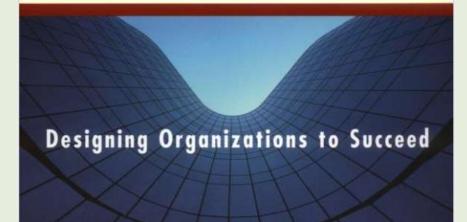
Visioning Work

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THE PATH of LEAST

From the author of the bestselling The Path of Least Resistance

RESISTANCE for MANAGERS







ROBERT FRITZ