



Four steps to becoming a destination: Passionate Pro-Active Promotions and Presentations



Be excited about what you do and others will want in on what you've go. Enthusiasm is contagious. Create excitement over your collection and services. Love what you do and excellent customer service will be the result. As documents librarians, we face the challenge that most people try to avoid our collections. Difficulty of access and use are two main reasons. There are no built in bells and whistles. You have to create them. If you do not think you have the most important collection in the library then no one else will either. I feel that I am the liaison between the public and government information. Our nation is built on the right to access government is doing is the cornerstone of our republic. We get to play a part in that. How cool is that!



Network with area librarians. Invite them to lunch or go to them to meet with them. Be prepared with a list of things that you can provide them for free to increase services to their users. Become active in community organizations. Meet with community leaders and get your name out there as the go to person for answers. Stay up-to-date on current events and hot topics. Anticipate questions and have resources available ahead of time. Maintain an email group, collect emails whenever possible.



Best promotion technique is to give quality internal and external customer service. Word of mouth is the most cost efficient way to promote the collection. Keep the collection clean and relevant. Borrow ideas from other departments or libraries. Capitalize on ready made days for documents activities like Constitution Day, Presidents Day, Election Day, Veterans Day, etc. Give library tours, create displays throughout the library and community, newspaper articles, flyers, business cards while traveling or at the grocery store. Gather free materials to hand out (FTC offers consumer publications). Keep formal publicity at a 6th grade literacy level for community publications. Web pages can be great promotional tools and pro-active reference tools.



Provide training for internal and external customers. Volunteer to speak about the collection and services anywhere and everywhere. Take your show on the road. Librarianship has changed. Don't sit in your office and expect people to come to you. Create presentations that can be used again and again even by other presenters. You do not have to present the programs. Use local resources such as PTDL's, Local Federal Agencies (Census, IRS, SBA)



Your level of knowledge, your level of enthusiasm, your positive focus. Be proud. Become an integral part of your library and your community.





Beginning of the long semesters invite faculty to come into the library for light refreshments and library information.



Benjamin Franklin exhibit with public library. Worked with the public library on a program around the ALA Benjamin Franklin exhibit.



Constitution Day handout pocket constitutions on campus and at the local Barnes and Noble. Create a program for 5th and 6th graders at the local Barnes and Noble. Also partnered with Barnes & Noble for Teacher Appreciation Day with handouts aimed at documents for teachers and homeschoolers.





Work with Denton Public and Ft. Worth Public to train staff and offer satellite services through phone and scanned pdfs sent by email.



Pencils, pocket constitutions, constitution day coloring books, albino squirrel buttons, agency information. Not including labor, the materials for buttons are about 9 cents each. Purchased small patriotic items from Oriental Trading Company to put in bags with the Pocket Constitutions from Oak Hill Publishing. Created Constitution Day coloring books from Ben's Guide online and the GPO document *Symbols of the U.S. Government: Ben's Activity Book.*



Presidential elections were a great opportunity for promotions. Had displays and held an Inauguration Watch Party in the library. Handed out Albino Squirrel commemorative buttons and had light refreshments. Our library mascot "Alby" the albino squirrel is very popular with the students.



