Scarcity or Thriving? 10 Surprising Signs that Your Workplace is an "Abundance Magnet"

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When it comes to the budget and gaining more resources, how would you describe your organization?
How does your organization show value to key stakeholders?

Start presenting to display the poll results on this slide.
Scarcity to Abundance

• Special Library (low attendance, low morale, low expectations)
• Statistics were not our friend
• Stakeholders saw “status quo” potential and in many cases budget cuts
• Could not use traditional value metrics
People are persuaded by **EMOTIONS** and use Facts/Statistics/Evidence to back up feelings.
## Emotions vs. Facts

<table>
<thead>
<tr>
<th>Facts and Figures</th>
<th>Testimonials</th>
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<tbody>
<tr>
<td>Reports Statistics and Evidence</td>
<td>Visuals, Emotions, Feelings</td>
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</tbody>
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2. Maya Angelou

WORDS OF WISDOM

"I've learned that people will forget what you said, people will forget what you did, but people will never forget how you made them feel.

MAYA ANGELOU"
Success to changing minds
(Long Game)-3. Simplicity
Success to changing minds (Long Game) -
4. Team Buy In
Success to changing minds (Long Game)-
5. Consistent and Persistent
6. People are persuaded by **EMOTIONS** and use **Facts/Statistics/Evidence** to back up feelings.
7. Principles of Influence

Robert Cialdini
Success to changing minds (Long Game)

8. Targeted
Success to changing minds (Long Game)

9. Success Stories (I’m a Believer!!)
Success to changing minds (Long Game)

10. Creatively Unexpected
References
Questions/Contact

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