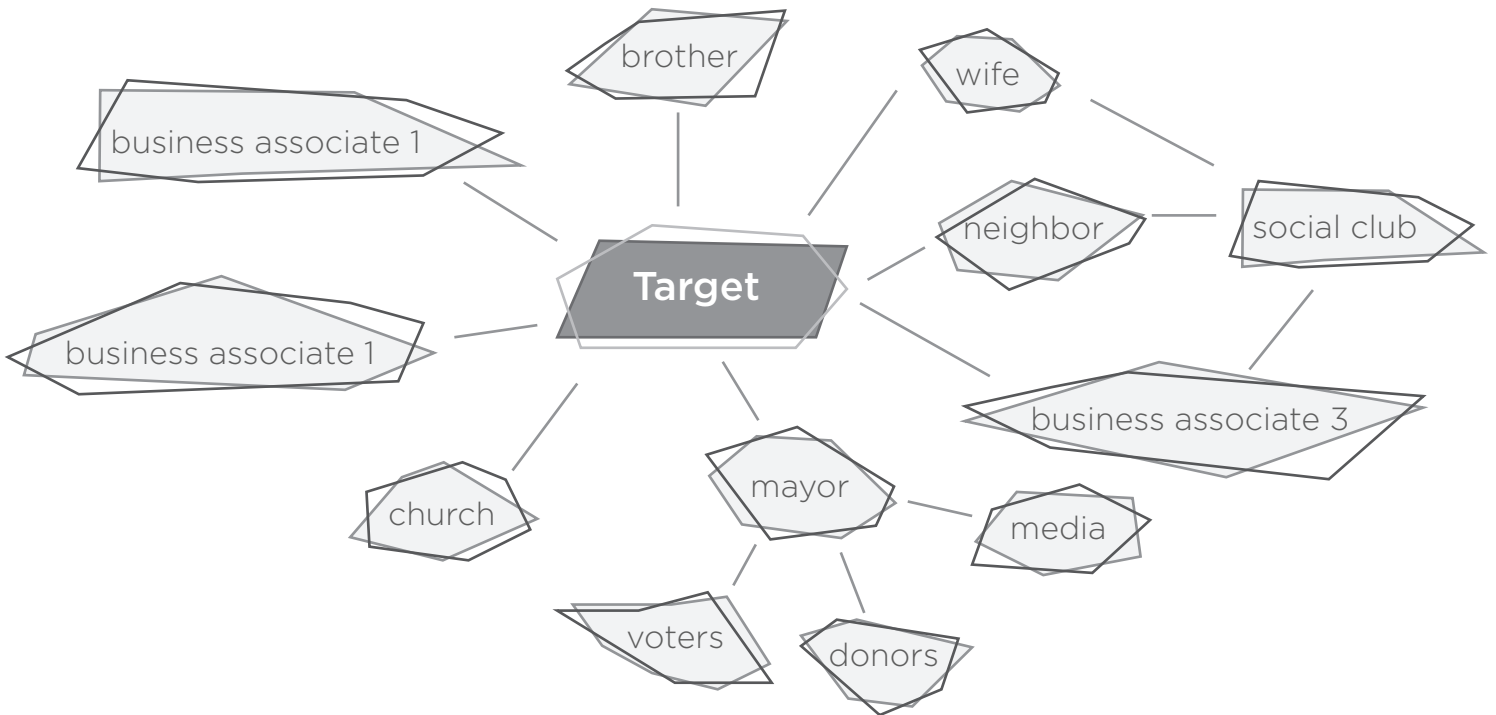
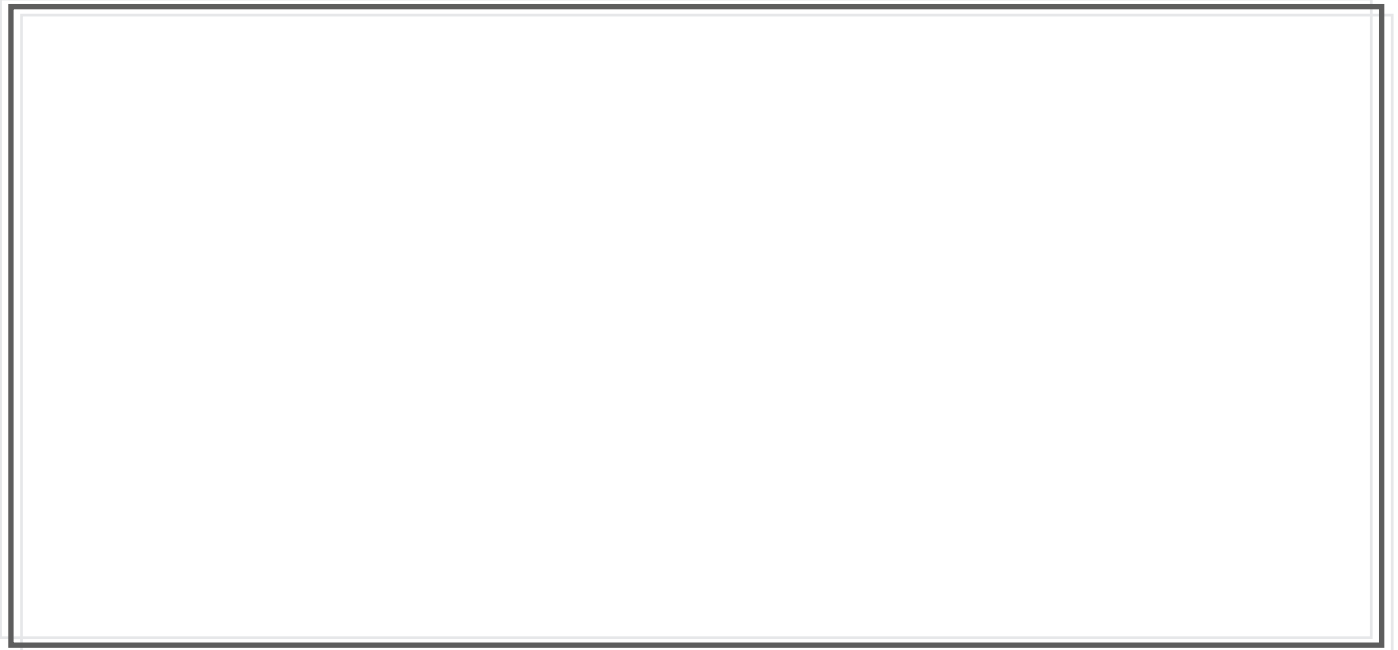




# USE THOSE PEOPLE TO DRAW A MAP OF YOUR OWN POWER







**CHOOSE ONE AND BRAINSTORM THAT ORGANIZATION'S OR  
INDIVIDUAL'S CONNECTIONS IN YOUR COMMUNITY**

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Map those Connections:



## PLAN TO INFLUENCE THIS INDIVIDUAL OR ORGANIZATION

Who can you influence in their network?

How will influencing them affect your target?

Write a few short sentences about what you know they believe in. Why are they organized? What makes them take action for a cause?

Create a message specific to them using the twenty-seven, nine, three model that connects the library to their beliefs.

Can your library provide them with a service? Can you collaborate on a project? Do you have something to offer them?

What is your ask?

Who will you connect with? When will you do it?

