Confidently Negotiating Political and Financial Support for your Library

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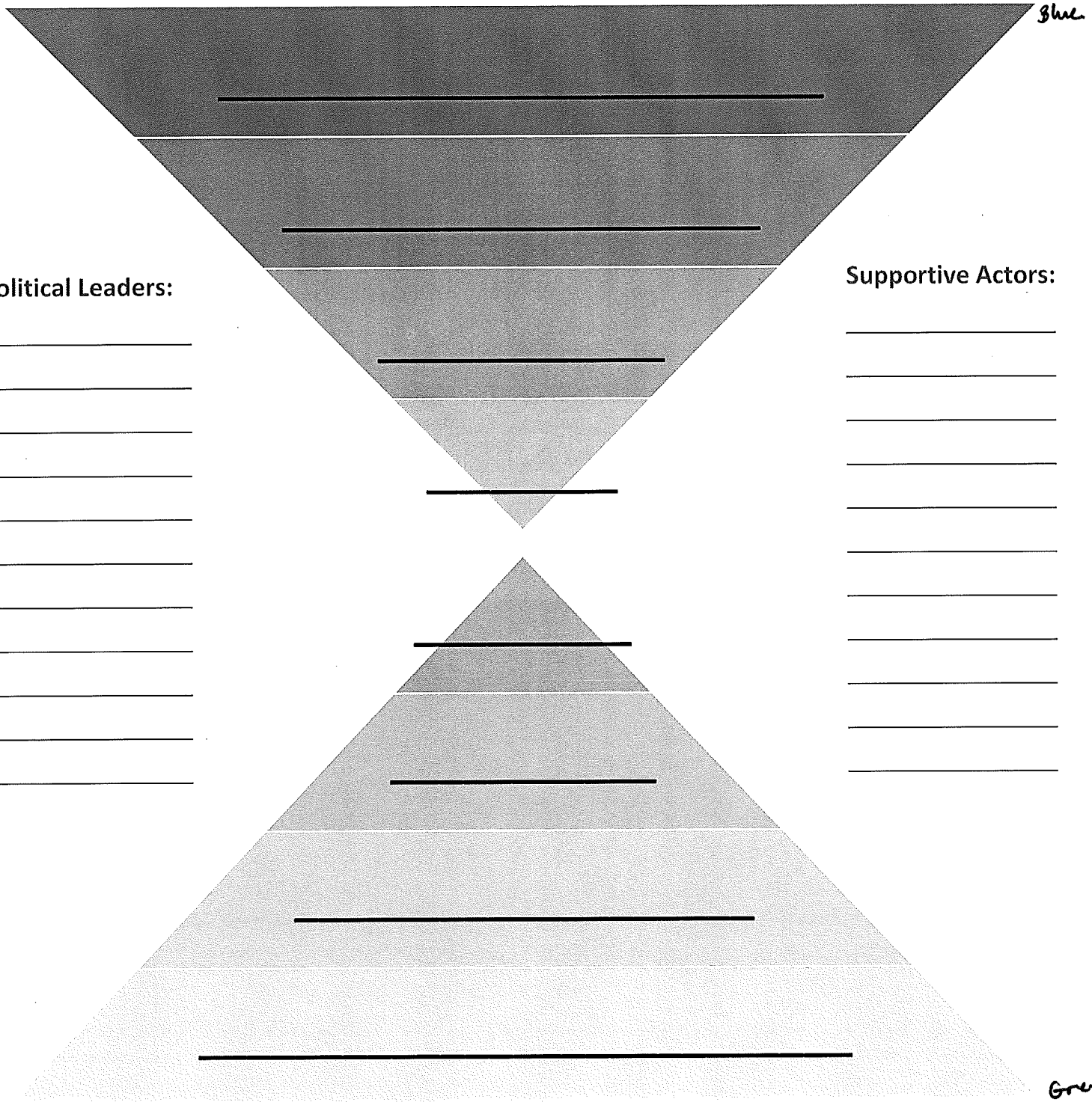
Top Down/Bottom Up Planning Tool: Building a Structure for Political/Financial Support

- Choose a Project, Collaboration, or Major Program; you may need to limit to one category of supporters
- Enter Leaders in blue: County/City, School Board/Admin, Library Board/Admin, CBO & Community Leaders
- Enter Actors in green: Families, Grass Roots/Volunteers, Colleagues, Teachers, Committees, Principals, Partners, CBOs
- Place Top Leaders at highest level, Lesser Actors at lowest level, from most influential > main actors > support actors
- Discuss challenges at each level: How do you progress from level to level? How do you support/motivate key players?



Political Leaders:

Supportive Actors: