

the donor to the scope of opportunities within the library and makes the donation process collaborative.

Build a reputation

Be open to fundraising for smaller projects that might attract community or media attention and help create awareness for the library. Success attracts success so, by promoting achievements, you pave the way to open discussions with other donors.

Don't get distracted

Fundraising is all about relationships. Some new, some old and some in need of attention. Take the time to plan your meetings, review proposals and anticipate

outcomes to positively impact those relationships.

That sounds simple, but you can easily get distracted by the diversity of projects and conversations going on around you. At the end of the day it comes down to how much money you have raised. 🌟

ANNE TUNNECLIFFE

Director

Queensland Library Foundation

foundations@slq.qld.gov.au

foundation.@slq.qld.gov.au

linkedin.com/company/qlf

BOUNCING BACK FROM REDUNDANCY

When DEBORAH MARTIN was made redundant in 2012 she found support from – and a new job through – an ALIA group.

When I was made redundant in early 2012, I found invaluable support from the other members of the ALIA OPALs (One-Person Australian Libraries) Queensland group. I was also afforded opportunities through a friend who was not a library and information professional but who had friends who were, and once she found out about the redundancy she made sure that I was introduced to her LIS friends and spent time with them at several social events.

My employer advised me in January 2012 that my position as librarian for a small special research library would become redundant in two months' time. A week later I attended a meeting of the ALIA OPALs Queensland group. A colleague at the meeting advised she was going on leave from the end of March 2012 for a few months and was looking for someone who could fill the position of senior library technician. I expressed interest and passed her a copy of my résumé. I ended up attending an interview and obtained the position, partly on account of her recommendation.

Throughout 2012, a close friend made sure I was continually invited to social occasions where she had invited other friends who were library and information professionals. She introduced me to a teacher librarian who provided me with volunteer work – and



Deborah Martin

experience on my résumé – in a school library. I also met an academic librarian who informed me about the recruiting process and advised me on preparing job applications for academic libraries. Her assistance contributed towards my getting a foot in the door of an academic library in 2013 as a temporary part-time library assistant. My brother-in-law, who had worked in human resources here and overseas, helped me to freshen up my résumé. His professional eye on the résumé and my initial applications made a difference.

I now have a full-time, non-contract position in a similar role in the same library. It wasn't all smooth sailing, but I gained valuable life and career experience during my post-redundancy adventure, which is helping to guide my current career goals. 🌟

DEBORAH MARTIN, AALIA (CP)

Client Services Officer

UQ Herston Health Sciences Library

University of Queensland

Brisbane, Qld

d.martin@library.uq.edu.au