“THERE IS NO POWER FOR CHANGE LIKE A COMMUNITY DISCOVERING WHAT IT CARES ABOUT”

- Margaret Wheatley, Turning to One Another
Community: A Place Filled With Care

Care remains invisible unless you have conversations about what people care about.

People may not care about what you want them to care about.

Care must be discovered through relationships that are built on purpose.

Learning conversations are the way to build relationships that make care visible.
Discovering Care

Conversations

More Connections

Meaningful Action
Building Block of Community

Individuals with gifts
Associations
Congregations
Non Profits
Government
Businesses
Local economy
Physical world

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Individual interests to common interests

● Find Assets
● Mobilize Assets
● Connect Assets

LISTENING ASKING
LEARNING CONVERSATIONS

Care = Motivation to Act “What will I go out the door and do something about?

Concerns — what I don’t want to happen

Dreams — what I want to create

Gifts to give

Reflect: how do I know when I have heard something that the person is motivated to act on vs. just an opinion?
Less Successful
Start with the answer
Decide on an answer and try to get people involved in doing our answer.

More Successful
Starting with learning conversations
How do people see the situation?
What do people have?
What do people want to offer?
ANSWERS OR QUESTIONS

NEED WANT

SERVICES

CONSUMERS MOBILIZE ASSETS

PEOPLE
TO GET THE RIGHT DUCKS YOU NEED THE RIGHT DUCK CALL!

The Right Ducks — Connector leaders have trust, influence, and a following.

The Right Duck Call — Discovering what people care enough about to act on.

A community is mobilized through relationships and motivation to act.
Community Partnerships That Really Work

WELL CONNECTED LEADERS CAN ENGAGE THE WIDER COMMUNITY TO ACT ON WHAT THEY CARE ABOUT