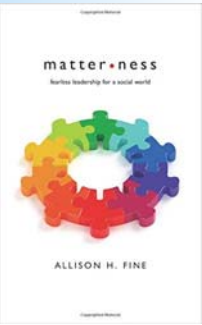


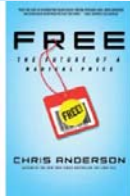
*** Pump Up the Matter-ness**
Council of State Associations
August 2015



- Identify Your Default Settings:
 - Are We More Open or Closed?
 - More Afraid than Fearless?
 - Make People Known or Unknown
- Use Scenarios to Create Conversation Starters Not Stoppers
- Try 3 New and Fun Ways to Thank People This Year
- Enable People to Tell Their Stories

Steps Towards Matterness

*** Organizations that work with rather than at people create a powerful force of mutual interest that I call, “Matterness.”**



“A decade ago my stockbroker was a person, my tax accountant was a person, my travel agent was a person, now they’re software and they’re all free.”

Free! Why \$0.00 Is the Future of Business
Chris Anderson

http://www.wired.com/techbiz/it/magazine/16-03/ff_free?currentPage=all

Engagement is a personal relationship, not a transactional one..”

Keys to Outside in Engagement
Spark Consulting

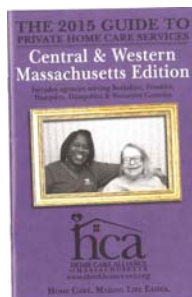
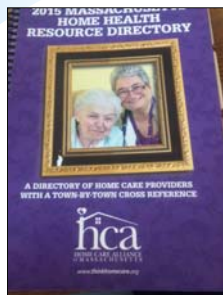
<http://getmespark.com/wp-content/uploads/LeadingEngagement.pdf>

*Our Vision



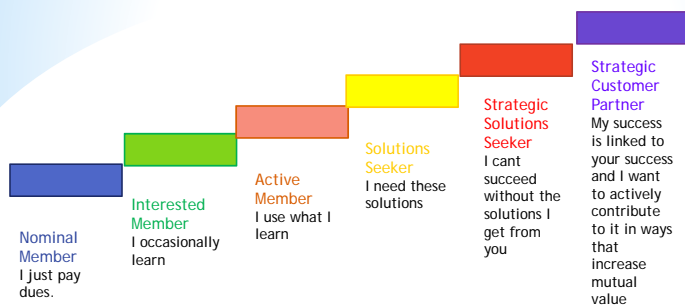
*An Association of Home
Care, BY Home Care

Find News Ways to Thank and Involve People...



You Engage by Being Engaging...

Value & Engagement Continuum



<http://getmespark.com/wp-content/uploads/LeadingEngagement.pdf>

Working Together



We shape our self
to fit this world

and by the world
are shaped again.

The visible
and the invisible

working together
in common cause

to produce
the miraculous.

--David Whyte
from [*The House of Belonging*](#)
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