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Hendrick Hudson School District



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LIBRARY SYSTEM

Empowering libraries. Empowering communities.



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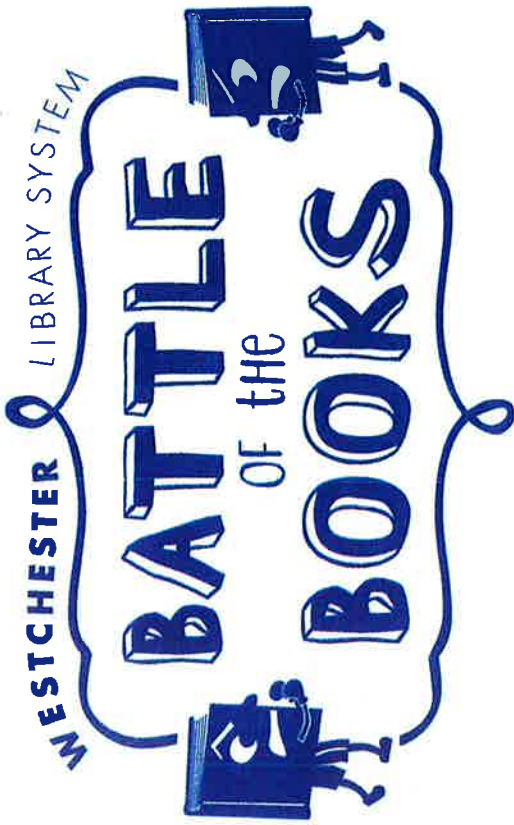


westchester library association



[www.westchesterbattleofthebooks.com](http://www.westchesterbattleofthebooks.com)

# Fourth Annual



October 21, 2017

Hendrick Hudson  
High School

# Schedule of the Day

9:00 am Arrival & Sign-in of Teams

9:30 am Welcome & Announcements  
*Gym*

10:00 am Battle of the Books Matches Begin  
*Assigned Rooms*

2:15 pm Final Matches & Presentation of Trophies  
*Gym*

**A HUGE Thank You to our many fantastic volunteers!**



Make sure to tag your photos from the 2017 Battle of the Books [#WBOB2017](https://www.facebook.com/WBOB2017)



## Special Guests & Thanks

Terry Kirchner — Trophy Presentation Ceremony  
*Executive Director Westchester Library System*

Many thanks to Westchester Library System Executive Director Terry Kirchner & his amazing staff!

**MANY THANKS** to the **Hendrick Hudson School District**, **Hendrick Hudson High School**, Superintendent Joseph E. Hochreiter, and Principal James Mackin for generously hosting BOB 2017!

## Grades 4-6 Teams

Briarcliff Manor Public Library 1-800-WE-EAT-FOOD  
Bronxville Public Library BRONXVILLE BOSSES  
Eastchester Public Library EASTCHESTER EMPERORS  
Greenburgh Public Library THE GREENBURGH GUD SPEALORZ  
Hastings-on-Hudson Public Library FUZZY BUZZER ZUZZERS  
Hendrick Hudson Library (Montrose) THE VERY HUNGRY BOOKWORMS  
John C Hart Memorial Library (Shrub Oak) HART CRUSHERS  
Larchmont Public Library LARCHMONT BOOK BOMBARDIERS  
Mamaroneck Public Library THE BOOK WARRIORS  
Ossining Public Library OPL OREOS  
Pelham Public Library PELHAM PAGE TURNERS  
Rye Free Reading Room OLYMPIANS  
White Plains Public Library RAGING PAGES



## Grades 6-9 Teams

Briarcliff Manor Public Library FLUFFY  
Bronxville Public Library BRONXVILLE REBELS  
Dobbs Ferry Public Library FIREFLIES  
Eastchester Public Library EPL IL-LUMOS-NATING NARWHALS  
Greenburgh Public Library WE WHO MUST NOT BE NAMED  
Hendrick Hudson Library (Montrose) EVERYTHING AND EVERYTHING ELSE  
Larchmont Public Library LARCHMONT LIBRARY TIGERS  
Ossining Public Library OPL SNITCHES  
Peekskill Public Library THE GLOWS  
Pelham Public Library PELHAM BOOKWORMS  
Ruth Keeler Memorial Library (North Salem) KEELER BATTLERS  
Rye Free Reading Room RYE BOOKBUSTERS  
Somers Library THE POPCORNAINS  
White Plains Public Library Team KNOWLEDGE

CHANGE THE WORLD

WITH A GIVING HEART



## National Philanthropy Day<sup>®</sup>



Tom  
Ahern

### AFP WESTCHESTER'S CONFERENCE & LUNCHEON

Growing philanthropy?  
Oh, that's how we  
should be doing it!

What every Development Professional,  
Executive Director and Board  
Member needs to know!

Register at:  
[afpwestchester.org](http://afpwestchester.org)



Simone P.  
Joyaux  
ACFRE,  
Adv Dip



Professor  
Adrian  
Sargeant

Tuesday,  
November 14, 2017  
DoubleTree By Hilton  
Tarrytown, NY



# National Philanthropy Day

## November 14, 2017

8:00 a.m. - 4:00 p.m.

### PLENARIES

#### MORNING

***Storytelling for Fundraisers: It Ain't All Bourbon and Whittlin' in Your Rocker***

**Tom Ahern**

Experts scream: "Tell stories! You'll raise more money!" Yes, but... while stories ARE the vivid, evocative, empathy-arousing servants of fundraising, they are NOT all that matters.

#### LUNCH

***The Cost of Growing Philanthropy & All the Gripes That Get in the Way***

**Tom Ahern, Simone Joyaux & Dr. Adrian Sargeant**

Adrian, Simone, and Tom will explore what they mean by "growing philanthropy" and talk about the cost of change, the many gripes you'll hear, and the dangers of not investing.

#### AFTERNOON

***The amazing do-it-yourself audit. Your donor communications: Are they any good?***

**Tom Ahern**

You'll learn what the world's top donor communicators know about the subtle science of persuading people to give and stay loyal -- AND you'll learn to judge your own materials against these very same standards.

### WORKSHOP TRACKS

#### TRACK FOR FUNDRAISERS & COMMUNICATION PROFESSIONALS

##### MORNING WORKSHOP

***How to Apply Dr. Adrian Sargeant's Essentials of Donor Loyalty***

**Tom Ahern**

No one knows more about keeping your donors happy than pioneering researcher and author Adrian Sargeant. Tom Ahern will illustrate how to apply Dr. Sargeant's insights to your own appeals, thanks and reporting.

##### AFTERNOON WORKSHOP

***Building Donor Loyalty - Dr. Adrian Sargeant***

This session will explore why retention is such a huge issue for the nonprofit sector in the United States and review current patterns of performance. Dr. Sargeant will explore why donors terminate their support and outline the biggest drivers of donor loyalty, satisfaction, commitment and trust.

#### TRACK FOR CEO'S/EXECUTIVE DIRECTORS

##### MORNING WORKSHOP

***Relationship Fundraising 2.0 - What can we learn from the psychology of human relationships Dr. Adrian Sargeant***

This session will explore the results of a major new research project on relationship fundraising.

##### AFTERNOON WORKSHOP

***What CEOs Need to Know About Fundraising***

**Simone Joyaux**

Some CEOs have trouble with their fundraisers. Why? Because they don't know how to hire good fundraisers and because think they know all about fundraising- but actually don't. Find out how to avoid this dilemma.

#### TRACK FOR BOARD MEMBERS/VOLUNTEERS

##### MORNING WORKSHOP

***Your Board, its Members – and the Joy (Horror?) of Fundraising***

**Simone Joyaux**

OK. Fundraising is not necessarily a joy... but it's not a horror either! The board is legally accountable for ensuring that money exists. And board members must help get money and keep donors. Learn how to do it with minimum pain and anxiety. You don't have to have fun, but you do need to do it.

##### AFTERNOON WORKSHOP

***Massive Fundraising: What Does It Take To Double, Triple or Quadruple Your Income***

**Dr. Adrian Sargeant**

Find out why some organizations truly excel in their fundraising and others merely get by.

## CREATING THE FUTURE

Have we reached  
the limits of the  
library's **mission**?

Are libraries  
structured in ways  
that will hinder or  
**support** thriving  
libraries?

What is the role of  
digital literacy  
activities in relation  
to **social justice**?



# 58<sup>th</sup> WLS ANNUAL MEETING

**NOVEMBER 16, 2017**

Westchester Library System (WLS)  
570 Taxter Road, 4<sup>th</sup> Floor, Elmsford, NY

**9:00 am** Registration; Refreshments

**9:25 am** WLS Business Meeting

**9:45 am** *Panel Discussion*

*[PLDA General Membership Meeting to follow presentation]*

## JOIN IN THE CONVERSATION!

with

**Judith Johnson**

NYS Regent, 9th Judicial District

**Bernard Margolis**

NYS Librarian &  
Assistant Commissioner for Libraries

For more information: Contact Elise Burke

914-231-3225; [eburke@wlsmail.org](mailto:eburke@wlsmail.org)

Register online: <http://evanced.westchesterlibraries.org>

