



EDITOR'S NOTE

HANG ON, THAT WAS REALLY GOOD...

Every year *INCITE* takes a look at the library and information business. We try to find out what the commercial side of the sector is doing and we also like to spend some time touching base with our core values and our core skills.

In this issue, Steve O'Connor has looked at the perennial issue of our future relevance. He says we have a powerful weapon to tackle negativity about our role – trust. He says we should use it wisely – and actively too.

Guest contributor Anne Vize has shared her advice on ways in which libraries can assist those with limited financial and health literacy skills. In *LIS Investigations*, Michael Olssen has something to say about the point of all that theory everyone keeps going on about.

For our cover story, we speak to someone who knows how exciting (and exacting) running a successful business can be. Michael Heyward is the founder of Text Publishing, and he's also an author, so he's seen our world from more than one point of view.

Some of our sector's vendors have taken over the Last Word column this month. They've told us what's on their minds and why they like working with libraries.

Yes, it's a tight job market, and yes, it seems we're fighting every step for the survival of jobs and even entire collections. It's tough out there.

That said, I think there should be a lot more celebrating going on than there is. Experts say the stage of stopping to recognise and congratulate ourselves on what we've achieved is a point in the motivation cycle that is often forgotten, yet is essential to encourage people to step up for the next challenge.

I'm often guilty of ticking one project off and leaping to the next thing on the list with scarcely a pause for breath, yet psychologists say we should be giving ourselves at least five positive pieces of feedback a day.

When was the last time you stopped, looked back, and acknowledged the value of what you or your team have just done? Or consciously recognised the skills, experience and sheer effort of will it may have taken to be where you are now? It's really worth doing. It doesn't take long and it is amazing how it helps revitalise our appetite to take on the next challenge. Now, what's next?

LEE WELCH
Editor

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