

The Innovator's Toolkit: Engaging Others in New Ideas

New Ideas and the Status Quo

What Hasn't Changed	What We Couldn't Do Before and We Still Can't Do	What We Can't Do Now	What We Couldn't Do Before and We Can Do Now
Business as Usual		Let it Go	Go for it!

What Others Say	What Others Mean
It's always been like this	The problem is older than we think
It's the same everywhere	The problem is more widespread than we think
It's not in the budget/don't have the money	We've been spending resources on the wrong things
It's not in our charter/bylaws	Leaders haven't thought "big" - our vision is limited
It's political	I've learned to keep my ideas to myself
This isn't what we do/what about our traditions?	I don't know why we do this

Presenting New Ideas to Others

- Here's a New Way
- Here's Why It's a Good Idea
- Let's Talk about How We Can Move Ahead
- The Case for Innovating: Lose or Choose

"We can lose an opportunity to achieve something new, and keep our right to say, "I told you so."

OR...we can choose to open our minds and hearts, and give this a try – take the chance to make a positive difference."