

The Story of Change

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Change the Story

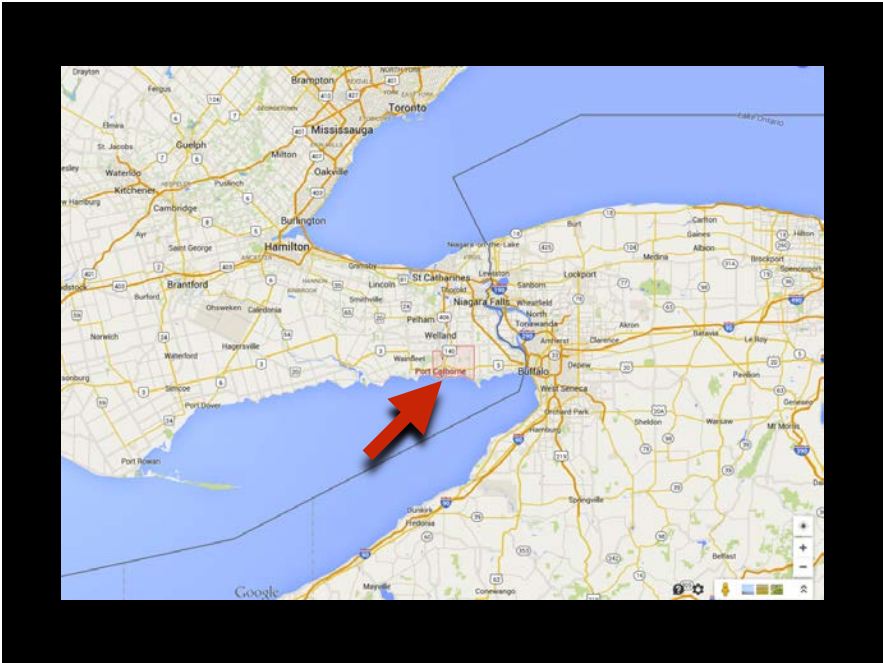


Source: NASA

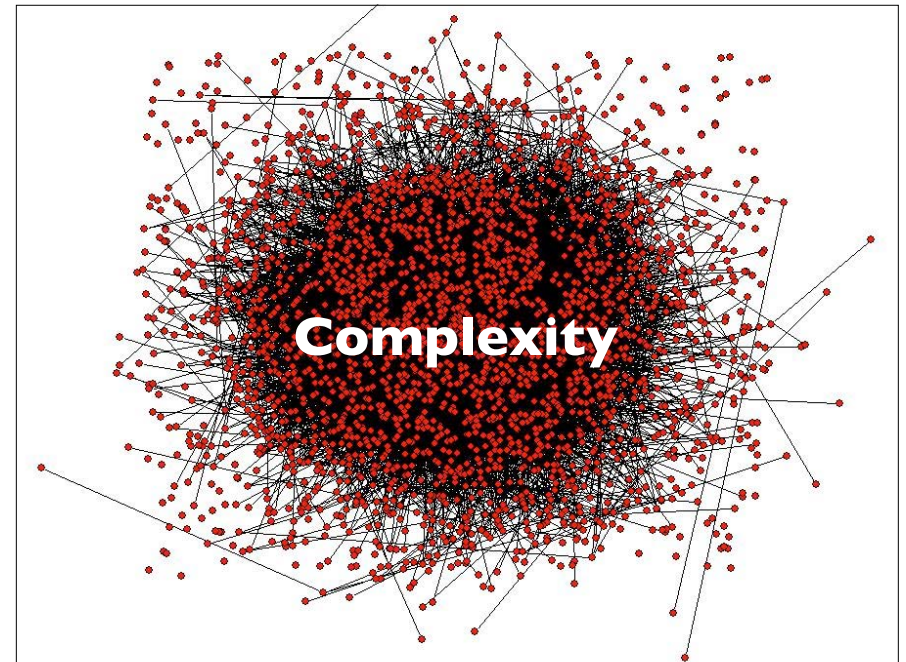
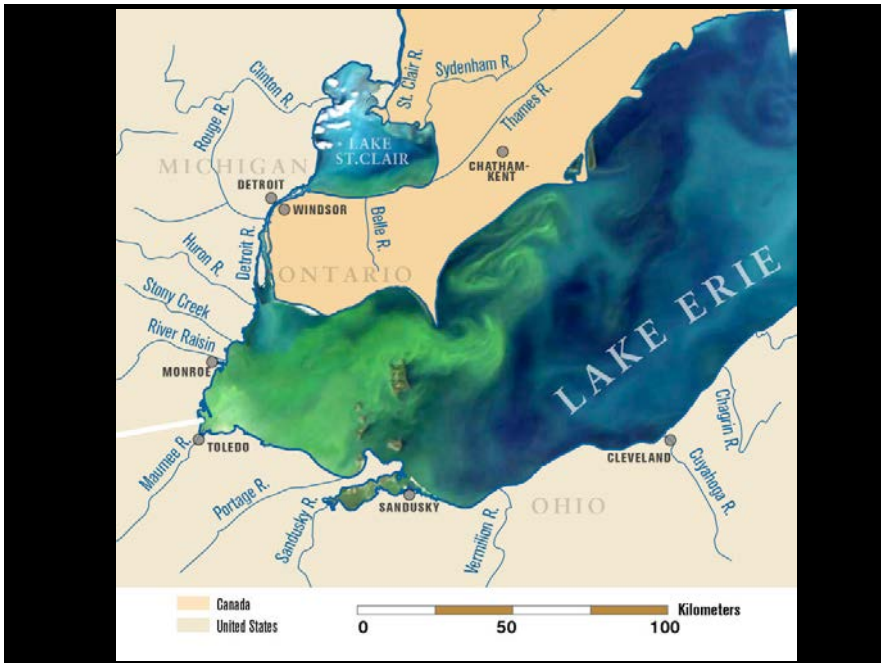
My Story











The Power of Sharing You

Everyone has something
they want to have happen
and a story to tell

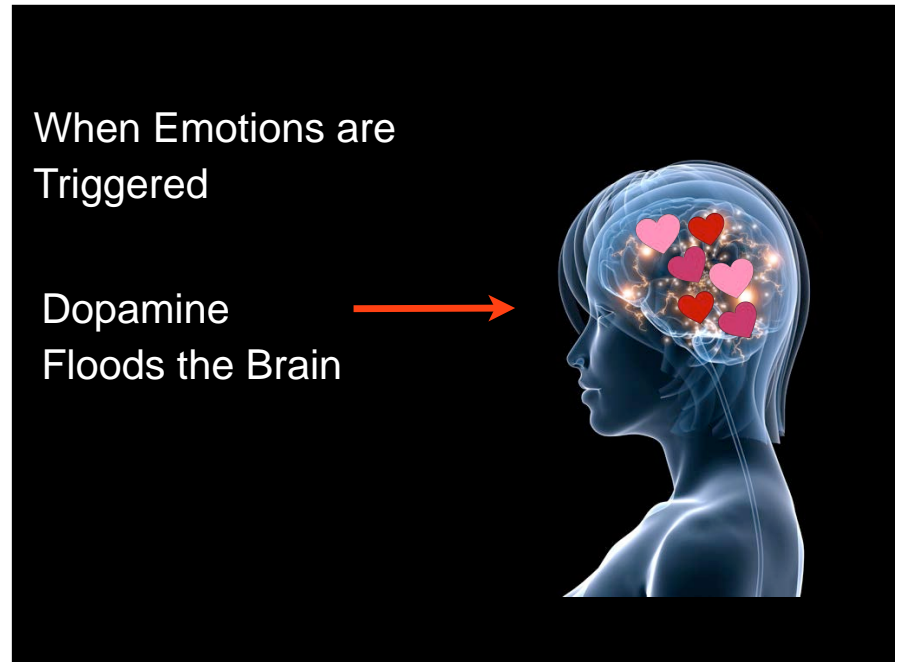
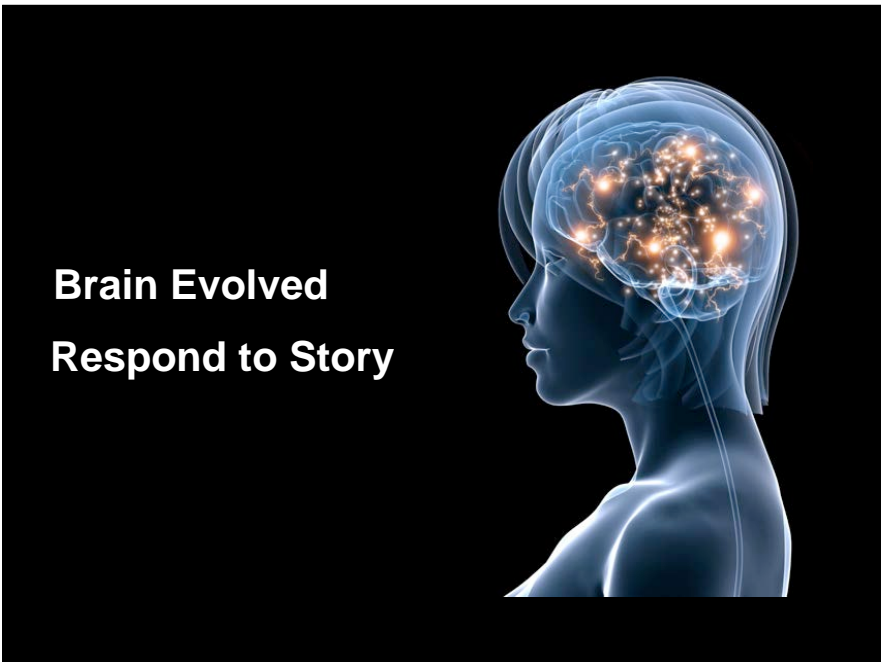


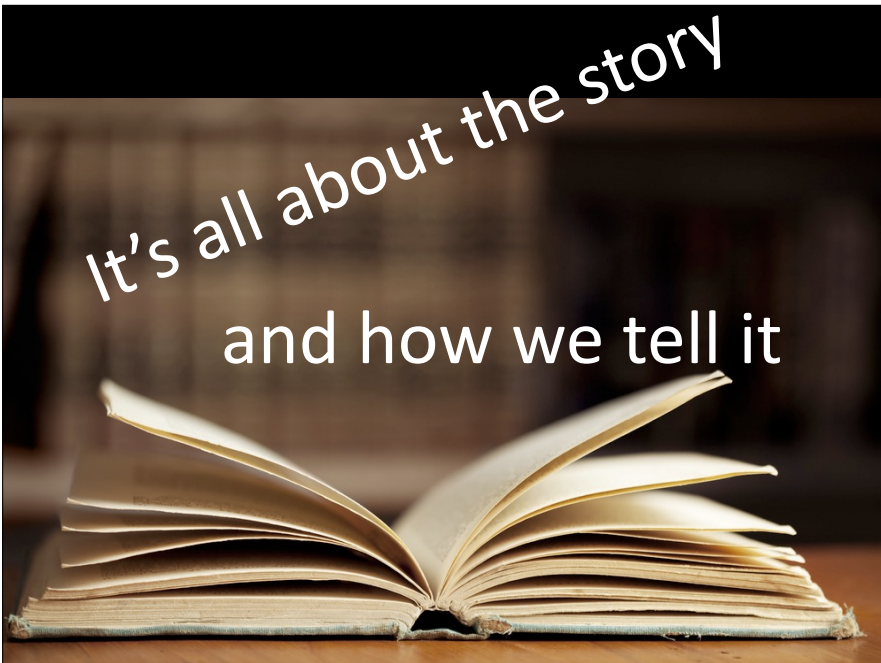
Microsoft



LEAGUE OF
WOMEN VOTERS









Yeah, that startup has some cool gamification, but it's an X for Y model, they don't even have a minimum viable product, and that space is already in Hype Cycle. Their only hope is to pull off an acqui-hire. And even then, I don't know if they have a total addressable market.



They are missing the chance

to tell a good story

*“ Even if you have reams of evidence on your side, remember: numbers numb, jargon jars, and **nobody ever marched on Washington because of a pie chart.** If you want to connect with your audience, tell them a story.”*
Andy Goodman



Capital Punishment

Death Penalty



Statistics prove
the death penalty
is not a stronger
deterrent
than a life sentence



It is immoral for the
state to sanction
killing

It is unconstitutional



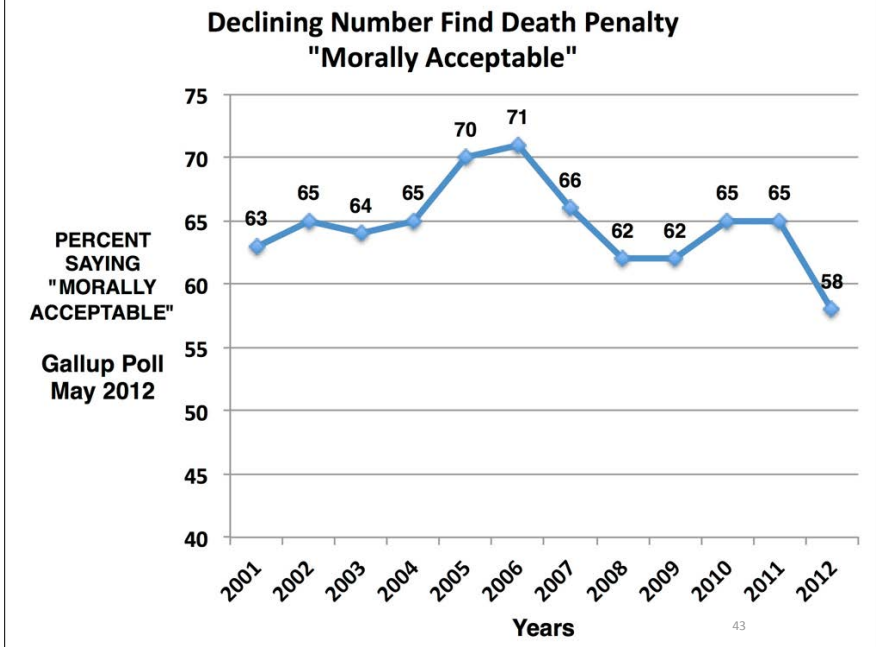
**THE
INNOCENCE
PROJECT**

Innocent people
have been
executed

Its better to wait
and be certain

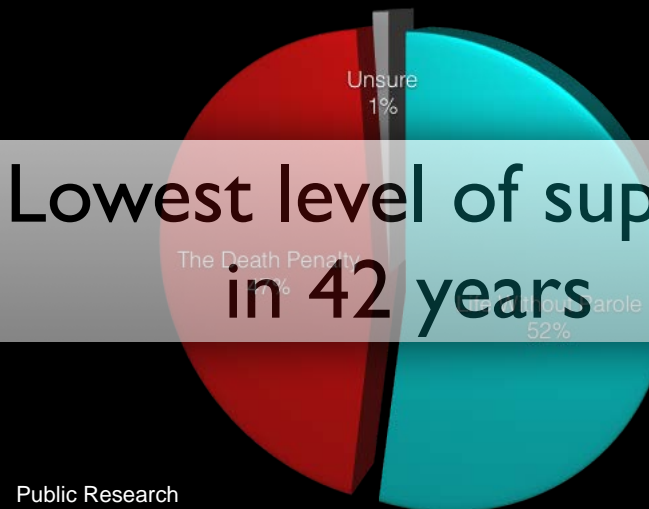


INNOCENCE PROJECT



Which Punishment do you prefer for people
convicted of murder?

Lowest level of support
in 42 years



Public Research
Institute Survey, 2015

TROY LIBRARY

We have to have the
facts and data but....

*“Facts don’t have the power
to change someone’s story.
Your goal is to introduce a
new story that will let your
facts in.”*

Annette Simmons
The Story Factor:
Inspiration, Influence and Persuasion
Through the Art of Storytelling

Change begins with a
Story

Change Begins with a Story

1. Pick a time keeper (need a second hand)
2. Everyone in the group (2 minutes total)

Think about a time when you really wanted something

3. One at a time --Tell your story to your group 2 minutes ea.
Go clockwise -- From the Timekeeper
The time keeper is last

Change Begins with a Story

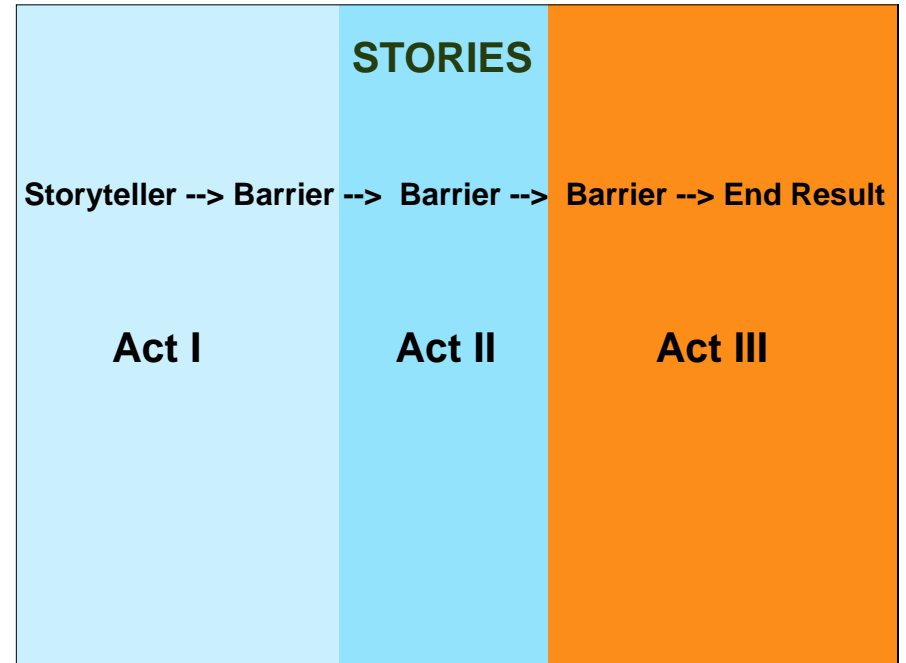
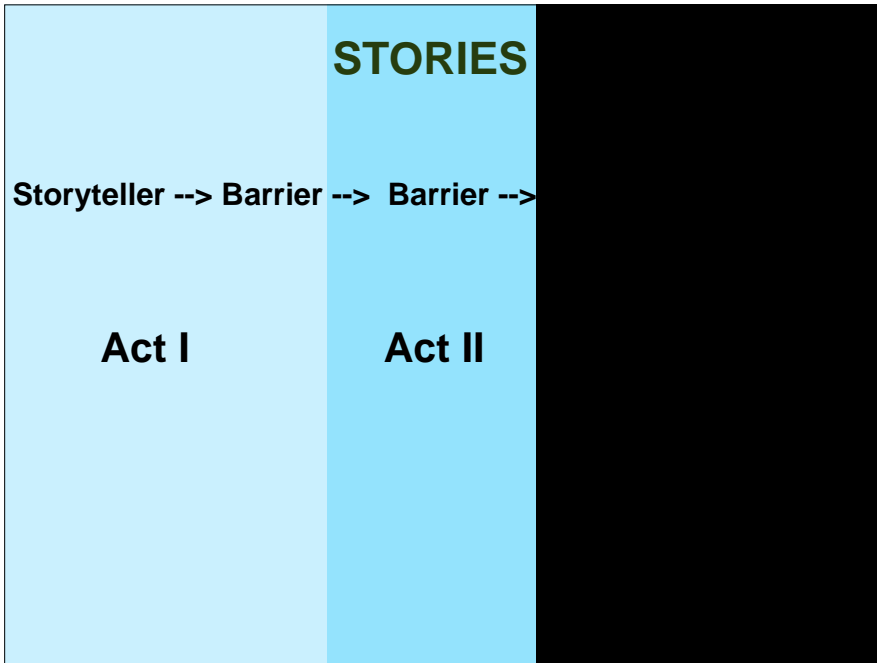
4. Each person has a number (clockwise from timer).
5. Each person pick 1 story **others will like to hear.**
6. Write the # of the story on a piece of paper. Fold it.
Give the folded paper to the facilitator(s).
7. Facilitators -- Tally results privately.
Tell your group which story got the most votes.
8. A two way tie is ok. Otherwise revote on the leaders.

What do these stories have in common?

STORIES

Storyteller --> Barrier

Act I



Life in Balance - **Incident** - Out of Balance

Tells what it's like to deal with opposing forces

Work with scarce resources

Make difficult decisions

Take action despite risks

Ultimately uncover the truth





Storytelling is an essential human activity and the harder the situation the more essential it is.

What change do you want?

Change begins with a Story