Online Book Discussion: *To Sell is Human* by Daniel Pink
Facilitator: Patty Sundberg, LMD Past President

Present:
Alexa Leinaweaver (Vice President), Patty Sundberg (Past President), Janet Vogel (Secretary), Debby Bennett, Stephanie Long, Elizabeth H, Jeanne Trice, Michael Shochet, Tracy M., Lorraine M., James Kelly, Dan Ramirez, and Sarah.

Questions for discussion:
- What was your first response to the title of this book? Why?
- Do you agree that we’re all in sales now?
- “In a world where anybody can find anything with just a few keystrokes, intermediaries like salespeople are superfluous. They merely muck up the gears of commerce and make transactions slower and more expensive.” (p.15) – What do you think of this quote as it relates to us in the library community?
- As you think about your life and work, what is the greatest barrier you face in moving others?
- Has reading this book changed the way you think about your day to day interactions? If so, how?

Suggested books for next time? If you have anything to suggest for a future book discussion, please feel free to email Janet Vogel, LMD Secretary, jvogel@frederickcountymd.gov or post on our Facebook page (http://www.facebook.com/LMDmla).
- Creativity Inc by Catmull (the story of Pixar)
- Enchantment by Guy Kawasaki
- Icarus Deception by Seth Godin
- You Can’t Fire Everyone: And Other Lessons from an Accidental Manager by Hank Gilman
- Wisdom of Psychopaths
- First Rate Madness by Ghaemi
- Anything by Peter Drucker
- Lean In by Sheryl Sandberg