

section training sessions: creating and publishing a web page. Uni of SA Library, City West, Training Room 4-17, 12-12:30pm, 12:45-1:15pm, 1:30-2pm (repeat sessions). Contact: eleanor.whelan@unisa.edu.au

• **26/10 National UCRLS section.** AGM followed by tour of Jam Factory and cocktail party. Part of the Biennial conference. Details to be advised. Contact: Susan Bray, ph 03 9344 8322, fx 03 9347 0974, bray@lib.unimelb.edu.au

• **26/10 SA Library Technicians section.** Dinner at ALIA 98 Conference. Location is Chesser Cellars in the city. Book via your conference registration form or contact Kathy Sharad, ph 08 8207 8652, fx 08 8207 8434, kathysna@tafe.sa.edu.au

• **26/10 SA Special Libraries section.** Conference Dinner. This will be held in conjunction with the Health Libraries section and is intended to welcome interstate visitors for the Biennial Conference. Contact: Caryl Armstrong, ph 08 8274 3360.

• **27/10 ALIA 5th Biennial Conference lunchtime event.** SA Information Science and Cataloguers' sections presentation: What is metadata and why should I care? Uni of SA Library, City West, Seminar Room 5-25, 12-2pm. Contact: eleanor.whelan@unisa.edu.au

• **27/10 National Health Libraries section.** AGM. 8:15am, Adelaide Convention Centre at Pathways to Knowledge Adelaide 98. Contact: Cheryl Hamill, ph 08 9431 2780, fx 08 9431 2522, cheryl.hamill@health.wa.gov.au

• **28/10 National Special Libraries section.** AGM. 8:15-8:45am, Adelaide Convention Centre at Pathways to Knowledge Adelaide 98. Contact: National Secretary, Joyce Steveni, ph 08 9366 4746, fx 08 9366 4479, stevenij@ecc.com.au

• **19-21/1/99 Information Online and On Disc 99 conference.** Strategies for the next millennium. ALIA Information Science Section. Sydney Convention and Exhibition Centre, Darling Harbour. Contact: Wael Foda, ACMS, ph 02 9332 4622, fx 02 9332 4066, online99@acms.com.au, <http://www.csu.edu.au/special/online99/>

• **6-8/9/99 Reference and Information Service section conference.** 1999 and Beyond — Partnerships and Paradigms. Venue: Hilton Hotel, Sydney. Contact: ACMS — Conventions & Exhibitions Pty Ltd, PO Box 468, Paddington 2021, ph 02 9332 4622, fx 02 9332 4066, rais99@acms.com.au, <http://www.csu.edu.au/special/rais99/>

13-15/10/99 13th National Cataloguing Conference. Theme: Charting the Information Universe. Place: Brisbane. Venue: To be advised. More details to follow.

All inCite Events are limited to 40 words maximum and must include: date, name of Division, title of event, theme and key speaker (if relevant), venue, time, costs, and a contact name with phone and fax numbers.

ALIA divisions should mail, e-mail or fax details of forthcoming events to the address shown below, or use our website electronic form on ALIANet.

Non-ALIA entries: Send (at a cost of \$40 for 40 words) with your complete billing details to inCite Events, ALIA, PO Box E441, Kingston, ACT 2604; fax 02 6282 2249, or e-mail events@alia.org.au. An invoice will be sent to the address indicated with your entry. For a small additional cost, your event may be listed on our website. Call for details.

• **bullets indicate activities organised by ALIA Divisions**

Can you 'outsell'?

Linda Langford

So often, as a consequence of the dynamic role we play in our profession we find ourselves chasing instead of leading. After listening to Karen Bonanno's keynote address at the School Libraries Association of Queensland 1998 conference in Townsville this year, I reflected on her ideas. This article explores the notion of 'OUTSELL'.

Karen Bonanno, past president of ASLA and director of Karen Bonanno and Associates strongly refutes the notion that teacher-librarians are fading. She believes that we have the edge on technology within our professional role. The teacher-librarian has unique opportunities in information and communication technologies; we need to harness these opportunities and go forward.

Bonanno has incorporated the business mnemonic 'OUTSELL', which is based on the work of Michael St Lawrence and Steve Johnson in their book *If you're not outselling you're being outsold*, in her message to us to nurture our professional edge.

What does OUTSELL stand for?

One boss: Take responsibility for yourself. Consider yourself as self-employed, starting from now. You are your own boss and your road to self-employment will involve the 7Rs: Re-organise; Restructure; Re-engineer; Re-invent yourself; Re-evaluate; Refocus; and if these 6Rs are carried out, you will Regain your professional and personal edge.

Under construction: you are constantly learning and continually challenging your capacities. Goal setting is one area in which many of us are weak. We need to desire the outcome of the goals we set, believe in them, write them down, set a deadline. Identify the obstacles that may get in our way, identify the knowledge we need to develop to work towards these goals, identify others who may be helpful in the realisation of these goals, and then develop a plan.

Tell it with gusto: Believe in what it is you desire. Develop your knowledge to strengthen your goal, and develop the courage and confidence to be able to express your goal publicly.

Signed, sealed, delivered: remember the law of indirect returns: the more you give, the more you get.

Eat breakfast with champions: Creative networking is critical to your influence.

Life's hard: hunker down but reach for the high ground.

Live, thrive and come alive in the impact zone: live by reflecting on the laws of reciprocity, control, cause and effect, belief systems, expectations, and attraction.

Change in the way you think about your life and your goals takes considerable reflective thinking and the courage to look deeply at yourself, but it also depends on accepting the 'O' in OUTSELL. ■

Paradise possessed

Major exhibition at the National Library of Australia

An exhibition of treasures from one of the world's greatest collections of material relating to the European discovery, exploration and colonisation of the South Pacific opened at the National Library Gallery on 6 August.

Paradise possessed: the Rex Nan Kivell collection features drawings and romantic landscapes, portraits and prints, manuscripts, books, rare maps and intriguing historical ob-

jects — many on public display for the first time.

The exhibition is a celebration of the centenary of Rex Nan Kivell's birth and a tribute to this collector of great foresight, imagination and persistence. Beginning in London in 1919 until his death in 1977, Sir Rex de Charambac Nan Kivell pursued his obsession to document the entire European encounter with Australasia and the South Pacific during the seventeenth, eighteenth and nineteenth centuries.

Acquired by the National Library by purchase and donation from the 1940s to the 1970s, the Nan Kivell collection is recognised internationally for its historical, artistic and intellectual significance.

The exhibition *Paradise possessed*, and the accompanying book, explore the diversity and richness of this world-class collection, and the extraordinary vision and tenacity of its creator. ■