

**MAKE IT YOUR PROBLEM:
THINKING OUTSIDE THE BOX & GETTING
DECISION MAKERS ONSIDE**

ALLYSON ALLISON
FORTH VALLEY EMPTY HOMES PROJECT



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CONTENT

- ISSUES FACED BY AN EMPTY HOMES OFFICER
- EASY SOLUTIONS FIRST
- IS A MAGIC WAND REQUIRED
- WHO HAS THE MAGIC WAND
- INFLUENCING DECISION MAKERS/COLLEAGUES TO USE THEIR MAGIC WAND
- EXAMPLES



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EASY SOLUTIONS FIRST

- 1ST COMMUNICATION/PROPERTY ASSESSMENT & KEY QUESTIONS
- WHAT OUTCOME DOES THE OWNER WANT?
- LOOK FOR THE EASY OPTION –
WHAT IS ALREADY IN MY MENU OF OPTIONS



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ISSUES FACED BY EHO

- EHO DOESN'T ALWAYS HAVE THE ANSWER/POWERS/INFLUENCE
- IDENTIFYING PEOPLE WHO CAN HELP: KNOWING WHAT IS ACHIEVABLE
- MOTIVATING PEOPLE TO HELP



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WHAT WOULD BE THE BEST OUTCOME: IS A MAGIC WAND REQUIRED?

- WHAT WOULD REALLY UNSTICK THE PROPERTY?
- WHY IS THAT BARRIER THERE?
- DOES IS MAKE SENSE TO QUESTION DECISIONS?



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WHO HAS A MAGIC WAND?

- NETWORKING – WHO CAN HELP ME
- HOW DO I SPEAK TO THE “RIGHT” PEOPLE
- HOW CAN I GET OTHERS TO ASSIST
- HOW DO I SPEED THINGS UP



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INFLUENCING DECISION MAKERS/ COLLEAGUES TO USE THEIR MAGIC WAND

- COMMUNICATION: EXPLAIN WHY & WHAT YOU ARE TRYING TO ACHIEVE
- EXPLAIN HOW THEY CAN HELP
- JOINT WORKING - NEGOTIATE TIMESCALES
- FEEDBACK/RESULTS – ACKNOWLEDGE HELP AND ASSISTANCE



EXAMPLES

- HOARDER
- PROPERTY ADAPTED FOR DISABLED
- OWNER WILL NOT ENGAGE
- PROPERTY BEEN FOR SALE TOO LONG



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HOARDER

- WHAT WOULD UNSTICK THIS PROPERTY?
- ARE THERE ANY EASY OPTIONS
- WHO CAN HELP ME?



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PROPERTY ADAPTED FOR DISABLED

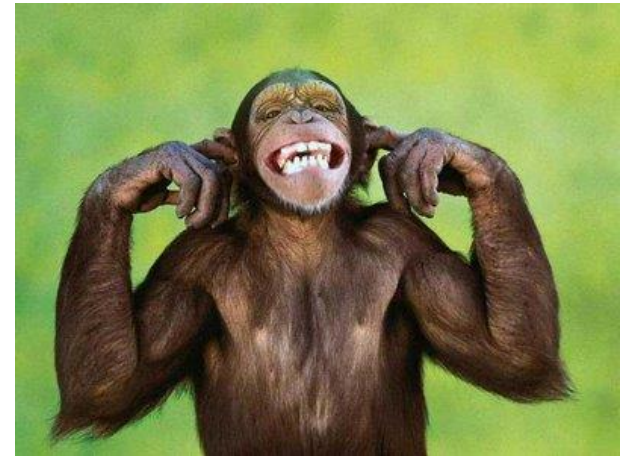
- WHAT WOULD UNSTICK THIS PROPERTY?
- ARE THERE ANY EASY OPTIONS
- WHO CAN HELP ME?



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OWNER WILL NOT ENGAGE

- WHAT WOULD UNSTICK THIS PROPERTY?
- ARE THERE ANY EASY OPTIONS
- WHO CAN HELP ME?



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PROPERTY BEEN FOR SALE TOO LONG

- WHAT WOULD UNSTICK THIS PROPERTY?
- ARE THERE ANY EASY OPTIONS
- WHO CAN HELP ME?



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**Thank you listening.
Any questions?**



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