

National Meeting Summary

Welcome

Jos Linn, RESULTS Grassroots Manager for U.S. Poverty Campaigns (Des Moines, IA)

Welcome to the August 2015 RESULTS U.S. Poverty National Meeting. We're happy to have you on the call and we appreciate you all being flexible to try a new day and time for this month's call. We'll have more about the dates and times for future calls later in the call.

Remember that you can download the slides for today's call in the Take Action box on the RESULTS Homepage.

On today's call, we're going to spend time recapping the recent RESULTS Conference in DC with some highlights and shares about the experience from staff and volunteers. We'll then discuss how you can keep the momentum created at the conference going this month by meeting with members of Congress and attending town halls to talk about saving key provisions of the [Earned Income Tax Credit](#) (EITC) and [Child Tax Credit](#) (CTC). We're excited to have MacKenzie Nicholson of Every Child Matters in New Hampshire as our guest speaker to share some of her expertise on making the most of town halls and candidate events.

Recap of the 2015 RESULTS International Conference

Well, we're coming off another great RESULTS International Conference; in fact some say it was our greatest.

We had **537 advocates** from **47 states** and **23 countries** in attendance. We had some very impressive and moving sessions at the conference. I'd like to highlight a few of the sessions geared toward our U.S. Poverty work.

- Ayanna Mathis of Atlanta, Andy Trujillo of Albuquerque, and Maxine Thomas of Indianapolis – our real “experts” on poverty – shared their moving poverty stories and how they are now using their story and RESULTS to speak up on behalf of all families facing financial hardship.
- Sister Simone Campbell of [NETWORK](#) talked to us about income inequality and demonstrated what the income gap looks like in a creative “human graph.” See her keynote address at: http://www.results.org/blog/watch_economist_dr_jeffrey_sachs_network_executive_director_sister_simone/
- Maya Rockey Moore of the [Center for Global Policy Solutions](#) and Jared Bernstein of the [Center on Budget and Policy Priorities](#) discussed wealth inequality and the racial wealth gap. Their session was so powerful and popular, it was standing room only for 90 minutes.

Advocacy Day on July 21 was a great success! Advocates had over **350 meetings** with members of Congress, congressional aides, and World Bank officials. As a result, we got 3

new co-sponsorships on the House EITC bill, [H.R. 902](#) (Reps. Boyle and Brady of PA, Rep. Beyer of VA) and 1 new one on the House CTC bill, [H.R. 1286](#) (Rep. Boyle of PA), with at least 2 more coming from Ohio and Maryland.

The Advocacy Day Reception was the perfect ending to a great day on the Hill. A number of members of Congress, including Reps. Barbara Lee of CA, Betty McCollum of MN, Sen. Sherrod Brown of OH, and Dr. Jim Kim of the World Bank stopped by to speak about the powerful difference RESULTS volunteers make.

Finally, our RESULTS Gala on Wednesday, July 22 featured Professor Muhammad Yunus, Nobel Peace Prize winner for his work with the Grameen Bank, and was another stirring success, both as an event and fundraiser for RESULTS.

International Conference Share: Lydia Pendley of RESULTS Santa Fe, NM

First I want to thank Joanne, John Odenwelder, Cynthia Stancil, Meredith, Jos, Jerusa and all the RESULTS staff for an amazing conference this year. The best and most exciting that I have been to since I joined RESULTS in 1998.

I literally could see and feel a real change – no pun intended. The 100 Real Changers, the experts on poverty, the participants from over 23 countries and 47 states, the significantly greater diversity of ages, races, ethnicities, languages – all so wonderful to be part of. And celebrating the 35th birthday of RESULTS was planned in such a way that everyone – new and old – could celebrate throughout the conference and on into the gala. And can't forget the birthday party with cake and a great band!

The speakers chosen this year were top rate: Sister Simone Campbell with Network and Nuns on the Bus, Muhammad Yunus, Founder, Grameen Bank, Jeffrey Sachs, Economist, Earth Institute, Yvonne Chaka Chaka, musician and advocate, Maya Rockey Moore, Jared Bernstein, EITC experts, and Jim Kim, President of the World Bank. Take some time to go to the RESULTS website to hear some of these speakers. And there were many, many useful workshops to build our knowledge base and skills to become mature, well-spoken advocates.

I especially want to note the panel of people who powerfully shared their own experiences with poverty and then spoke from their hearts and minds to our members of Congress. Among them was Andy Trujillo, member of RESULTS-Albuquerque domestic who told his story with great impact on our New Mexico Congressional members' staff during our visits on Lobby Day.

Since I am an elected grassroots member to the RESULTS Board, I'd like to briefly share a few things from our most recent Board meeting that took place at the Conference.

First thanks to all the many grassroots members who attended our Grassroots Board Member session so early in the morning. This session was designed to get volunteer feedback on how to improve the work of RESULTS and take that information back to the Board. The questions and discussion were very helpful to myself and my fellow Grassroots Board members, Beth Wilson, Vanessa Garcia, and Cindy Levin. We will do such a session again next year.

I urge everyone who got a copy of the RESULTS Annual Report to read it or go on-line to results.org to find it. It is an excellent review of the work of RESULTS, its financial status, and the overall health of the organization.

As you may know, RESULTS is in the midst of designing a new Strategic Plan for the organization. That process was a major topic of discussion. The interviewing of international and domestic partners, donors, and grassroots members is pretty much complete. And both today and tomorrow, RESULTS staff and others are meeting to review and analyze the input thus far. Vanessa Garcia of RESULTS Orange County, is representing you, the grassroots members of RESULTS, at this important retreat.

A few other items from the Board meeting:

- Our finances are in good shape, but we need to continue work on diversifying our funding sources
- Kul Gautam, former Deputy Executive Director of UNICEF, Assistant Secretary General of the UN, and a RESULTS Board member was elected to the RESULTS/REF Executive Committee
- Jan Twombly was re-elected Treasurer.
- Most exciting for me was Muhammad Yunus' spending an hour with us sharing ideas about the future work of RESULTS. Professor Yunus is a member of our Board, but only rarely is able to meet directly with us.

Finally, we have one open Grassroots Board position coming open this year. If you'd like to nominate a grassroots volunteer for our Board, please send the person's name to Jack McLaughlin at jmclaughlin@results.org. Candidates can be nominated by others or can nominate themselves. The deadline to nominate someone is Tuesday, September 15th.

I want to say what a privilege it is to serve our grassroots members on the Board. Thanks for your support.

International Conference Share: Kimberly Trigg of RESULTS Salina, KS

Thank you RESULTS and everyone who made it possible for those who came to DC for the first time. Blessed with wonderful roommates, Ruth and Qianna, got educated and versed on issues. Had a great experience meeting with representatives and very grateful for chance to come to Washington DC.

International Conference Share: James Isaboke of RESULTS Indianapolis, IN

This was my first conference and I appreciate all the speakers and preparation that went into the conference. I had a wonderful time.

International Conference Share: Diana Tyree-Eddy of RESULTS Bremerton, WA

RESULTS founder Sam Daley-Harris tells us to get out of our comfort zone. We had great REAL Change Fellows join us in our lobby meetings and I urged them to speak outside their comfort zone and share their story. As a result, we had wonderful and authentic conversation with Senator Cantwell and she agreed to write an op-ed. In other words, it was magic!

Keep the Momentum Going

- Relive the Conference magic by [watching and sharing the videos](#) of just a few of our great speakers.

- [Let us know what you thought of the conference with our survey](#). We think this was the best one yet, and we want to make next year's even better!
- Find all our conference resources at: www.tinyurl.com/2015ICR.
- Let us know how your Advocacy Meetings went by filling out the RESULTS Lobby Report Form: www.tinyurl.com/RESLRF.

Thank you again for your amazing dedication to RESULTS. We wouldn't be here without you. And be sure to save the date – the 2016 RESULTS International Conference will be **June 25-28, 2016** in Washington DC!

Economic Mobility Campaign Update and August Action

Meredith Dodson, Director of U.S. Poverty Campaigns (Washington, DC)

The [Earned Income Tax Credit](#) (EITC) and [Child Tax Credit](#) (CTC) are key supports for low-income working families. If improvements to the EITC and CTC expire, millions of people will be pushed into deeper financial insecurity

As we learned at the International Conference, our best opportunity to save key EITC and CTC provisions this year is in a broader highway funding/tax package

Congress extended highway funding until late October

The Senate is pushing to extend expiring business tax provisions for two years (the so-called “tax extenders”); Senate Finance Committee passed a two-year extension during the RESULTS Conference

However, some in the House (including Paul Ryan) want to make some of these business breaks permanent

If and when they proposed a permanent extension of ANY business tax credit, we must respond swiftly by pushing for “parity” with EITC/CTC (cannot do one without the other)

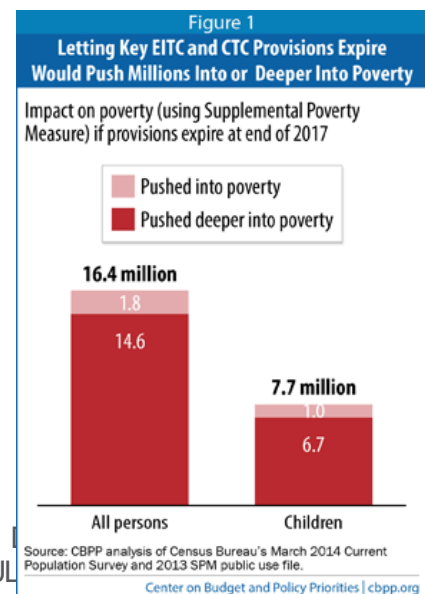
If Congress only passes a two-year tax extenders bill, it is highly unlikely we'll see a permanent extension of the EITC and CTC improvements this year

New Messaging Tips for the EITC and CTC

As discussed during the Conference, we are using key message points:

- Congress must **SAVE** key EITC & Child Tax Credit provisions
- The EITC/CTC are **PRO-WORK**
- If Congress doesn't act, **50 MILLION Americans will lose part or all of their EITC & CTC** (see our [state fact sheets](#))
- If Congress makes business tax provisions permanent, they must also save EITC & CTC (**PARITY**)

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- Congress should **FIX A (GLARING) GAP** by expanding the EITC for childless workers

Following Up on Lobby Meetings

It is very important to follow up from your meetings at the International Conference or back home

- Email aides you met with and thank them for meeting with you
- Ask if they have taken any action on your requests
- If they haven't taken action, ask them to and ask when would be a good time to follow up again
- Also ask for an in-district meeting in August

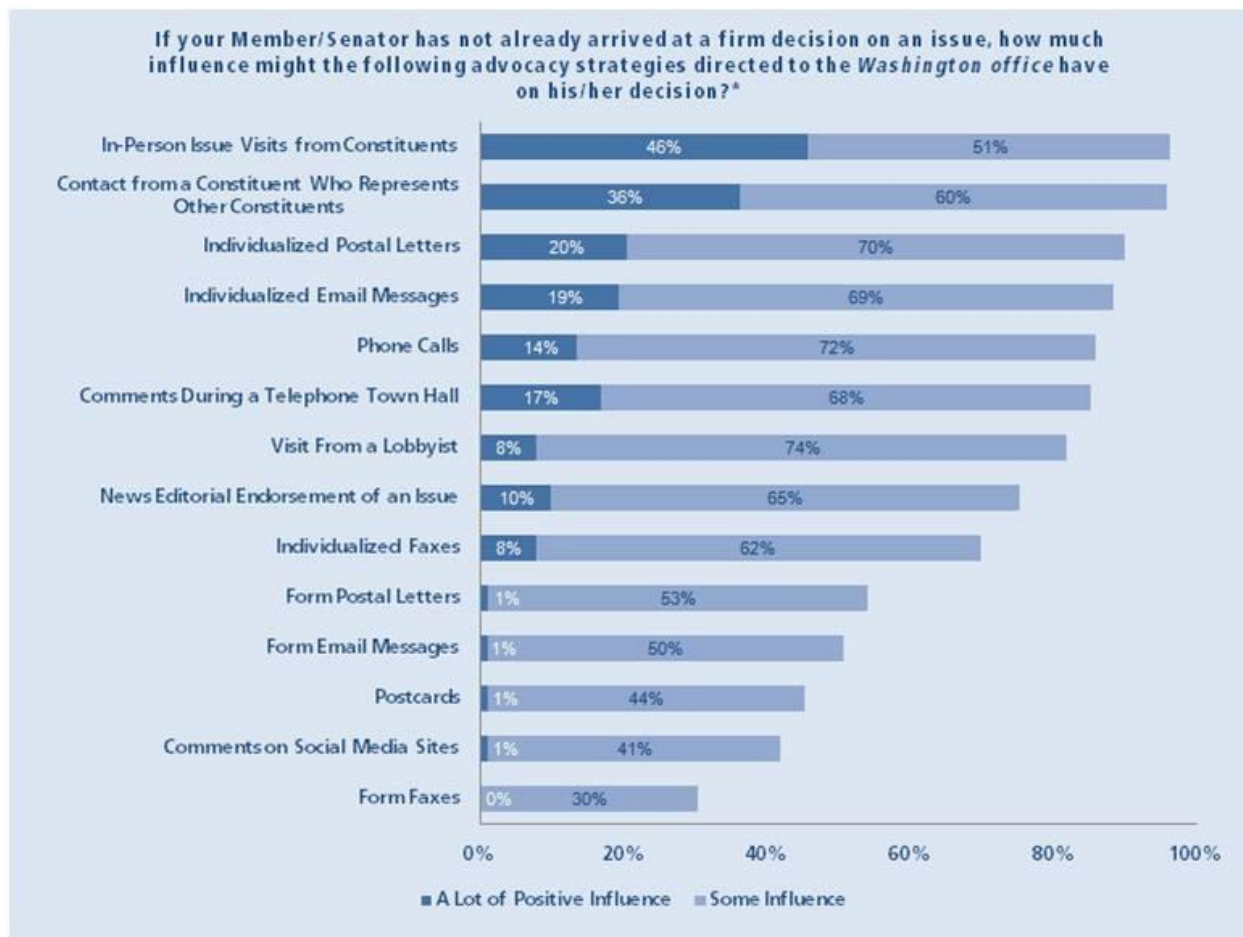
PLEASE report on any Conference or in-district meetings on our RESULTS Lobby Report Form: www.tinyurl.com/RESLRF

- If you're not sure if you were supposed to fill out the report for your group, there is a link on the form to see all the meetings that have already been reported

August Action

Face-to-face meetings are **the most influential way to influence elected officials!**

The House and Senate are on recess until Labor Day (September 7)



The August recess is perfect for having face-to-face meetings and town halls

- It's not as rushed as in DC, when meetings can sometimes be only a few minutes long
- Make sure coordinate with other RESULTS folks in your area (staff can help with that connection if needed)
- You can also look to arrange site visits to a local service provider (or for those at academic institutions, invite them to speak in the future)

August Action – Town Halls are also a great way to reinforce and amplify your message

- Town Halls give you the chance to educate your community and hopefully get the lawmaker or candidate to make a public statement on your issue
- Be strategic – find town halls in your area, go in groups, get their early, raise your hand FIRST, FAST, and HIGH, follow up

Storytelling – Remember the Power of Stories but Use Them to Empower, not Exploit

- Storytelling is a **powerful tool, handle with care**
- Ask for permission if story isn't yours, but you want to re-tell for worthy impact
- Be authentic, honest - don't embellish!

- Be gentle – stories are sacred, not tokens

August Action Resources

- August Action Sheet (tips and messaging for Town Halls): http://www.results.org/take_action/august_2015_u.s._poverty_action/ for tips
- July Action Sheet (setting up face-to-face meetings): http://www.results.org/take_action/july_2015_u.s._poverty_action/
- You can find other key tips for having good meetings are in www.tinyurl.com/resultstoolkit
- State Fact Sheets: http://www.results.org/uploads/files/State_Fact_Sheets_7.6.15.docx
- [U.S. Poverty Economic Mobility Request Sheet](#)
- Find a host of other resources to help with background information, Laser Talks, and lobby meeting preparation at: www.tinyurl.com/2015ICR

If and when you get a meeting set up or plan to attend a town hall, please contact Meredith Dodson (dodson@results.org) to set up a call to help you prepare.

Guest Speaker – MacKenzie Nicholson, Every Child Matters

MacKenzie Nicholson is the Field Director at [Every Child Matters in New Hampshire](#). She has been at ECM for four years. She works on ECM's Raise the Wage Campaign. She is a 2012 graduate of the University of New Hampshire in Durham, receiving a B.S. in Family Studies with a concentration in Child Advocacy & Family Policy.

1. Tell us more about Every Child Matters and the work you do.

- National advocacy org based in DC
- Have a few staff members in Iowa and NH
- Promote adoption of smart policy for children and youth: child care, prevent violence against children, alleviate child poverty.
- Meet with members of Congress, lots of blogging, op-ed, social media, radio ads, newspaper ads
- Every year get in touch with every licensed child care in NH – parents and those working there.

2. As a staff person of Every Child Matters in New Hampshire, I'm sure you've worked a lot at getting people to attend town halls and candidate forums. What are some of your best practices that you coach advocates to use in order to have a successful town hall experience?

- In NH, candidates appear frequently
- First, know where they are: office or town hall
- Prepare questions ahead of time

- Research them: know their policies and the gaps (ex. Seeing Sen. Rand Paul and he doesn't have much public on child poverty)
- Work with teams – make sure no overlap, coordinate, jive
- Identify yourself
- Focus on relationship – stay polite and focused
- Don't get flustered –
- Don't get into it too much -- you could get blacklisted
- Follow up with their staff

3. Because of the nature of town halls, not everyone gets to ask a question during the formal Q&A. What strategies can we use to still get our issues noticed or addressed at these events?

- Of course, you might not get picked every time
- Silence is a powerful tool: write about what didn't get discussed, build off what was discussed or not (ex. Health care was discussed, connect child poverty to that)
- But “we're still looking for answers about what they think...”
- Push yourself out there to keep the focus on your issue
- Let them know you are still looking for answers

Hear more from MacKenzie about making the most of town halls in the [call recording](#) and the [call slides](#).

Share from REAL Change Fellow about the Conference and Follow-Up Back Home

Kali Daugherty, Milwaukee, WI

Hello I am Kali Daugherty from Milwaukee WI. I heard about RESULTS through an email that was sent to me and applied for their real change fellowship. I was accepted into this program and was able to attend their international conference in DC a few weeks ago. I am new to RESULTS and to lobbying. I learned a lot about engaging members of congress and how to express what you would like them to do. I had a lot of great training in the sessions and was able to have a real change fellowship member from last year go to meetings with me to guide me along the way.

A highlight of the conference for me was being able to meet with Paul Ryan's office. I talked with them about the CTC and EITC and my personal experience with the programs. I am a full time student who works two jobs and I also have a 3 year old son. I got behind in paying for school and had to take some time off. When I received the CTC I was able to repay the money I owed to school and reenroll. I will now be graduating this fall. This is very important to me because I want to show my son the importance of education. When I told this story to Mr. Ryan's aide he

seemed surprised and congratulated me on my accomplishments. I told him that I was just one of many people who depend on this program to help them find stability.

I sent follow up emails as soon as I got home to say thank you for the meetings as RESULTS has taught me. I had mentioned while in DC that I would like to follow up with a few of the offices at home. I was able to get aides from Senator Tammy Baldwin's office come to do a tour of the homeless shelter I work at. Her aides accepted this invitation. We discussed the things that we offer in shelter such as housing and employment assistance and AODA and mental health treatment. We also discussed some of the barriers that our clients face due to the definition of homelessness. I also talked with them about the Point in Time committee that does a count of the street homeless. Our committee counts those experiencing a housing crisis twice a year in order to try and secure funding from HUD for shelters and other community resources. They said it was great to get a personal feel of the people we are trying to help. As a result of this visit, Senator Baldwin's office has connected me with

other local representatives to talk with them about what we are doing. I am currently working on getting a face to face meeting with my representative Gwen Moore, who I had the chance to meet during her talk at the RESULTS conference.

I look forward to working with RESULTS and the exciting training that the Real Change program has to offer. I am planning to start a U.S. Poverty group in Milwaukee once school is finished so I can help others realize how important it is to get involved not only with your community but those who make the decisions for it.

Give Us Your Feed Back on Future Conference Call Times

Jos G. Linn, Grassroots Manager for U.S. Poverty Campaigns

As evidenced by the call tonight, RESULTS is experimenting with alternative days and times for our monthly U.S. Poverty National Meetings. RESULTS has been doing Saturday conference calls for decades and we may very well continue to do so. However, not everyone can attend a Saturday mid-day call each month. We'd like to know what you think. Here are the options for calls we're considering:

- Second Tuesday at 8:00 pm ET
- Second Thursday at 8:00 pm ET
- Second Sunday at 5:00 pm ET
- Second Saturday at 12:30 pm ET

Please send your choice(s) to Jos Linn at jlinn@results.org. If you are open to more than one option, list all the ones you'd be available to do. Thank you for your feedback. We'll announce the results in an upcoming Weekly Update.

Announcements

- **Please Fill out our Lobby Meeting Report Form** for any lobby meetings you've done recently. www.tinyurl.com/RESLRF.
- Check out the new **"Who We Are" RESULTS Laser Talk** debuted at the conference: http://www.results.org/about/mission_and_structure/.
- **RESULTS Introductory Call, August 12 at 9:00 pm ET.** If you are new to RESULTS, learn more about our work by joining our next RESULTS Intro Call. Register for this or another call on the [RESULTS website](#).
- **RESULTS Free Agents, August 18 at 1:00 pm and 8:00 pm ET.** If you live in an area with no active RESULTS U.S. Poverty group, please join us. Login at <http://fuze.me/27491886> or by phone at (201) 479-4595, Meeting ID: 27491886. Contact Jos Linn (jlinn@results.org) for details.
- Send **Grassroots Board Member nominations** to Jack McLaughlin (jmclaughlin@results.org) by September 15.
- Find these and other events in the [Events Calendar](#) on the RESULTS website.