

# National Webinar Summary

Find the Webinar recording, slides, summary on our National Webinars page:  
[http://www.results.org/skills\\_center/results\\_national\\_conference\\_calls/](http://www.results.org/skills_center/results_national_conference_calls/)

## Welcome

Meredith Dodson, Director of U.S. Poverty Campaigns

- Welcome to the November U.S. Poverty National Webinar
- Review of the webinar agenda

## Guest Speaker: Debbie Weinstein of the Coalition on Human Needs

Facilitated by Meredith Dodson, Director of U.S. Poverty Campaigns

### Bio:

- Became Executive Director of CHN in 2003 ([www.chn.org](http://www.chn.org))
- Brings over thirty years of advocacy experience to CHN on a wide range of issues at both the state and federal level.
- Prior to coming to CHN, served as Director of the Family Income division of the Children's Defense Fund, working on policy strategies to lift children and their families out of poverty.
- From 1983 to 1993, Debbie was Executive director of the Massachusetts Human Services Coalition
- Master of Social Work degree from San Diego State University
- **Lame Duck Session**
  - Many members of Congress, including the ones who lost last week, are now back in DC with a lot of things to get done before they leave in December
  - Main focus will be on appropriations bills that have yet to be passed by December 7 (when the current continuing resolution (CR) expires)
    - Big bills like Labor-HHS and defense have already passed
    - Left undone are agriculture appropriations, transportation, housing and urban development, commerce, and homeland security
      - Commerce includes the Census and if not enough money is appropriated, it could affect the count in 2020

- Homeland security includes potential funding for a border wall, which is a big fight between the Democrats (and some Republicans) and President Trump
    - If there is no money allocated for the wall, President Trump may veto the bill [all the unpassed approps bills are likely to be included in one big “omnibus” bill] and cause a partial government shutdown
  - Farm bill is also unresolved
    - Thank you to RESULTS for all the work you’ve done to protect SNAP in the farm bill
    - House has harsh work requirements and time limits in their bill, which are unacceptable to the Senate
    - Rumors are there is a real effort to get a farm bill passed before January, as they don’t want farm programs to expire
  - Public Charge
    - The Trump Administration wants to put low-income immigrants who sign up for SNAP, Medicaid, and housing assistance at a tremendous disadvantage if they apply for a green card
  - Budget process reform
    - Commission will release findings on reforming the budget resolution and appropriations processes in Congress
    - Senate may vote on them
  - Congress is also expected to pass several tax provisions that are set to expire (“tax extenders”)
  - We could see meaningful, bipartisan criminal justice reform voted on
  - Will there be a constitutional crisis over the new acting Attorney General and Special Counsel Mueller? Who knows.
- **Looking ahead to the next Congress**
  - There will be opportunities in the next Congress
  - With a Democratic House, we certainly have more leverage to prevent cuts to core anti-poverty programs
  - CHN and the SAVE for All campaign are beginning work with members of Congress to set an agenda
    - Issues include health care, infrastructure, jobs, anti-poverty programs, criminal justice reform, address issues in rural America
  - You can help by **signing your local RESULTS onto the new [SAVE for All principles](#)** for the new Congress

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- You can [sign on here](#) and the deadline to sign on is December 14
- Having your groups listed helps SAVE get lobby meetings in DC and show members of Congress that groups nationally and locally are behind these priorities
- **Questions**
  - What happens to farm programs if they don't pass a farm bill?
    - SNAP will be fine if there is no farm bill passed this year. It is set up that way. People will still get benefits for the foreseeable future. Other farm programs, however, might not fare so well and could run out of money in January
  - Is there talk of passing a farm bill without changing SNAP?
    - The House knows that they cannot pass their farm bill with its harmful provisions in the Senate, so they may try to pass it without doing anything to SNAP (Senate farm bill makes some changes to SNAP that could help people find work)
    - House Agriculture Committee Ranking Member Collin Peterson (D-MN-7) says that the Republicans have no leverage to pass their SNAP provisions
  - How do we get the SAVE principles to our members of Congress?
    - After the December 14 letter to sign on has passed, SAVE will clean it up and then make it public for people to download
    - SAVE also takes it with them to lobby meetings with a list of the national groups and the local groups from that office's district/state
- **Closing**
  - I've always been grateful to RESULTS. You've come through for us and for low-income people and it makes such a huge difference.

## Campaign Update and Meeting with New Members of Congress

Meredith Dodson

- Kudos on your great election work
- We are still tabulating our election engagement stats and will have them soon
- **Share from Pamela Covington**, RESULTS Expert on Poverty (Hampton, VA)
  - My candidate engagement has been really exciting
  - I give credit where credit is due – RESULTS has taught me the skills to interact with lawmakers and candidates
  - I attended a town hall with Rep. Bobby Scott (D-VA-3) this past summer

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- I thanked him for his support of SNAP and a bipartisan farm bill and urged him to reject any bill that would cut SNAP
- After my remarks, I got a standing ovation from the crowd
- As a result, a television reporter came up to me afterward and asked me to repeat what I had said to Congressman Scott and [they aired it on the news](#) that night
- It was important to me to share about RESULTS when I am talking to my members of Congress
  - Rep. Scott knows my face now!
- I also attended a candidate event the Saturday before the election
- I took copies of all my letters to the editor and gave it to the members of Congress and candidates who attended, along with a thank you to them and our current requests
- My focus now is building a relationship with a new member of Congress, Elaine Luria (D-VA-2)
  - She is not my member of Congress, but I want her to get familiar with me
  - At the event I spoke to her aide and since the election have forwarded my congratulations to her
- **Share from Ashley Hoopes**, RESULTS Salt Lake City and [Circles Salt Lake](#)
  - We've had a great time working between Circles and RESULTS this year
  - We've had both Rep. Chris Stewart (R-UT-2) and candidate Ben McAdams, the Democrat running against Rep. Mia Love (R-UT-4) come speak at our local Big View meetings
    - Big View meetings allow us to explore broader issues of poverty affecting not only our families but families across our community and across the country
    - These meetings were great because our Circles Leaders (families in our program) go to ask these lawmakers and candidates questions, share about their experience, and hold their elected officials to account
  - These experiences help us feel that we are all in this together
- Important to remember that 1 in 8 Americans are living in poverty
- What election means for our work for the rest of 2018
  - Debbie covered much of this in her section
- What opportunities are we looking at for 2019?
  - The new issue area we're exploring is housing policy, including:

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- emergency stabilization funds to avoid evictions
  - using the tax code to support low-income renters
  - homeownership policies that can help reduce racial wealth inequality
  - addressing other barriers including credit scores and discrimination against those using housing assistance
- There may also be opportunities to build momentum for tax policies, including large expansions of EITC and CTC, focused on low-income workers and their families
- **Meet with members of Congress before they come to DC**
  - A [recent study](#) published in the American Political Science Review and conducted by researchers Alexander Hertel-Fernandez, Matto Mildenerger and Leah Stokes found that senior congressional staffers – the people who help their bosses decide what bills to pursue and support – have wildly inaccurate concepts of what their constituents want or think, a cluelessness exacerbated by the Washington, D.C.-centric echo chamber and the ubiquitous and well-financed lobbyists.
    - Read more at: <https://www.nytimes.com/2018/10/31/opinion/congress-midterms-public-opinion.html>
  - This underlies the importance of your work in meeting with them and building relationships with their aides
  - Work to get meetings with new and returning members of Congress before they come to Washington in January

## Engaging Your Community – October Action

Jos Linn

- We talk about outreach a lot, but it is important to remember that it is a critical component in the movement to end poverty
  - It is not something we do in addition to our advocacy work but as an integral part of it
  - None of us would be here were it not for the outreach of someone else
    - You attended a lobby meeting or local RESULTS meeting, had a conversation with a volunteer, you came to a RESULTS fundraiser, you read a letter to the editor.
    - This is all outreach – outreach that is part of your normal RESULTS work.
    - We are the organization we are today because of the outreach someone did to you yesterday. We will be the organization we are tomorrow because of the outreach you do today.

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- If anything, the last two years have taught us, is that when Americans participate in their democracy, things happen
  - You are proof of that. Your over 700 media pieces published and over 300 lobby meetings in the last two years alone are a big reason Medicaid still exists and SNAP is still protected
  - That alone is enough to inspire others
- Fortunately, the time is ripe and easy to do it
  - We've just come off an historic election with more people engaged than in any midterm election in decades
  - Lots of people got involved in politics for the first time
    - And many are looking for more
    - That's where you come in
- So, take advantage of this moment
- Our Action for the rest of this year will focus on:
  - Using the election energy to engage new people in the movement to end poverty
  - Building relationships with new members of Congress
    - Meredith mentioned the second one earlier and we'll talk more about that in the coming weeks
    - For tonight, I want to focus on the first one
- **So how do you do it? How do you get these new people involved?**
  - First, you find them. Where are they? All around you. People you know, people you've met in your election activities, people online, people writing letters to the editor on our issues.
    - Here's an easy way to get started. Get out a pen and paper and start listing names. Write down anyone you can think of, no matter what. If you never plan to contact someone, still write their name down (you can cull down your list later). The act of writing will cause you to think of new people you would know think of.
    - Plus, RESULTS is helping too. Right after the election, RESULTS posted ads for every RESULTS group on VolunteerMatch, an online site that helps people find volunteer opportunities in their area. In just 6 days, we've had nearly 100 responses.
      - Right now, we are sending these folks information about RESULTS and getting them connected to an orientation call run by RESULTS staff. Once these people complete that process, we will connect them directly to you.

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- Some of you may hear from us soon, others it may take a few months, and some maybe never – it all depends on who responds and when. But be ready no matter what.
  - And that brings us to the next aspect of our outreach plan
- **What do you do when you have someone interested?**
  - To answer this question, I want you to think of one word – personal. You want your first connection to new people to be personal. You do that by simply giving people your time and attention.
  - So, if find someone or someone contacts you. Arrange a time to meet with them one-on-one. Have coffee, go to lunch, meet after school – whatever works. So many of you got involved with RESULTS because one person invited you to join. You're simply paying it forward.
    - If you can't meet in person, talk to them on the phone or video chat. When you are speaking in real time with that person, you are making it personal.
  - What do you say to them? Ask them questions. Why did they reach out to you or respond to the invitation? What are they hoping to get out of it? What kind of advocacy have they done in the pas (if any) and what would they like to learn to do? Share your experience with RESULTS, including what you knew when you first started and what you know now.
  - Ask them to do something meaningful – don't just invite them to a meeting
    - *We're getting together to do next week to write letters about protecting SNAP? Would you come write with us? OR*
    - *We're meet with our new member of Congress to talk about affordable housing. Would you like to be part of that?*
  - If you need additional help with what to say, use our Post-Election Laser Talk, our new ["The election's over. Now what? Video"](#) and contact [Jos](#) for coaching.
- **Finally, there is the follow-up. This is the most important part of your outreach strategy and one where we sometimes fall short.**
  - "90 percent of organizing is follow-up." – Heather Booth
  - Have you had a person come to a meeting once and they you never see them again? Had a great conversation with someone and then they become a ghost?
  - Follow-up is probably to blame. While not everyone we meet will join RESULTS, we can increase our chances with good follow-up.
  - What does that look like?
    - Within one day of your conversation (either one-on-one or at a meeting), send the person a hand-written note thanking them for their interest in

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RESULTS. Tell them you look forward to seeing them again at the next local meeting.

- In a few days, send an e-mail or text inviting them to review the RESULTS New Advocate Welcome series: [https://www.results.org/about/raise\\_your\\_voice](https://www.results.org/about/raise_your_voice). If they have already done the series, send them to our Action Center (<https://www.results.org/take-action/action-center>) and urge them to take an action.
  - Wait a week and then call the person to ask what they thought of the Welcome Series or taking the action. Ask how they felt about it and ask if they have any questions you can answer. Remind them of your next RESULTS group meeting (give them the date and time).
  - Call the person the day before your local RESULTS meeting as a reminder.
  - If the meeting is their first one, carve out time at the beginning to welcome any new people and set an agenda that welcomes them into the discussion. This is critical. When you have new people at a meeting, don't proceed business as usual. Include new people in the conversation, in the planning. Don't give them things to do – ask them!
- Yes, this takes more time, but it also will dramatically increase your chances of success. You of course can adjust your tactics based on your specific situation but again, the key is time and attention. When you make a new person feel valued and included, they will come back.

- **Resources**

- Post-Election Action: [https://www.results.org/take\\_action/2018\\_post\\_election\\_u.s.\\_poverty\\_action](https://www.results.org/take_action/2018_post_election_u.s._poverty_action)
- VolunteerMatch Outreach Guide: [http://www.results.org/uploads/files/2018\\_Post-Election\\_VolunteerMatch\\_Campaign.docx](http://www.results.org/uploads/files/2018_Post-Election_VolunteerMatch_Campaign.docx)
- Election 2018 Laser Talk: [https://www.results.org/take\\_action/election\\_2018\\_laser\\_talk](https://www.results.org/take_action/election_2018_laser_talk)
- Welcome Series sign-up: [https://www.results.org/about/raise\\_your\\_voice](https://www.results.org/about/raise_your_voice)
- Contact RESULTS staff with questions:
  - Jos Linn, [jlinn@results.org](mailto:jlinn@results.org)
  - Meredith Dodson, [mdodson@results.org](mailto:mdodson@results.org)

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## Join the 2018 Fall Peer-to-Peer Fundraiser to raise critical resources to end poverty – the Virtual Thanksgiving Feast!

Mea Geizhals, Grassroots Fundraising Manager

# I RAISE MY VOICE AND MONEY



# TO END POVERTY

<https://results.salsalabs.org/virtualthanksgivingfeast/index.html>

- New for the 2018 Virtual Thanksgiving Feast:
  - Fundraising prizes – *Notebooks! T-shirts!*
  - Updated resources – *Videos! Graphics!*
  - Special announcements – *Badges!*
- More than 30% of groups are fundraising for RESULTS in 2018. Join the fun!
- Check it out at: [www.results.salsalabs.org/virtualthanksgivingfeast/index.html](http://www.results.salsalabs.org/virtualthanksgivingfeast/index.html)
- Contact Mea Geizhals with questions or if you plan to join at [mgeizhals@results.org](mailto:mgeizhals@results.org) or 202-783-4800 x131
- **Share from Nancy Morgan, RESULTS Northern Virginia**
  - We have a dynamic group in northern VA
  - I was a Peace Corps volunteer, worked for the U.N. and the U.S.D.A (I even worked on the farm bill at one time)
  - I got connected to RESULTS through my local book club

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- Since then, Ann Beltran and I have been doing outreach
  - We've done 5 trainings this year for 130 people
- We are now doing a local fundraiser and I am eager to see how we do
- We are also looking forward to 2019 with new members of Congress and new chances to engage new people

## Announcements

Jos Linn

**RESULTS International Conference**, July 13-16, 2019. Learn more at [www.resultsconference.org](http://www.resultsconference.org). Submit your speaker and session ideas [in our suggestion form](#).

**RESULTS New Advocate Orientation**, Wednesday, November 14 at 8:30 pm ET. Get started [here](#).

**U.S. Poverty Free Agents Calls**, Tuesday, November 20 at 1:00 pm and 8:00 pm ET. Join at: <https://results.zoom.us/j/324294681> or dial by phone at (929) 436-2866 or (669) 900-6833, Meeting ID: 324 294 681.

**RESULTS Action Network Community of Practice webinar**, Wednesday, December 5 at 8:00pm ET. To join, log in: <https://results.zoom.us/j/427674133> or dial in: 669-900-6833, Meeting ID: 427 674 133.

Find these and other events on our [Event Calendar](#).

Thank you for being on the webinar tonight. Our next RESULTS U.S. Poverty National Webinar is **Tuesday, December 4 at 8:00 pm ET**. Quick turnaround!

- Thanksgiving Holiday Break, Thursday, November 22-Friday, November 23. All RESULTS offices closed.
- January webinar will be on Tuesday, January 8, 2019

## Final Action

Jos Linn

### Use the Media to Engage New People

Now that the election is over, we have a chance to expand our movement and show new people how powerful "year-round" advocacy can be. Write a letter to the editor urging others to get involved and make their voices heard.

Submit your letter to the editor using our online LTE action now: <https://www.results.org/take-action/action-center?vsrc=%2fcampaigns%2f61559%2frespond>

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