

**Tips on Having a Successful RESULTS Group**  
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1. Honor the fact that each of us became advocates because a deep personal desire had been stirred to make a difference, to contribute, to matter.
2. Commit to having that aspect of RESULTS deepen as a result of the group's work together by doing things like the following:
  - a. When you talk with your advocates one-on-one or at meetings, ask them to share what moved them about the Group Start Workshop or about some more recent experience in RESULTS.
  - b. Urge advocates to read the book *Reclaiming our Democracy* and other moving books on ending global poverty.
  - c. Show short, moving videos at meetings and have advocates write down reflections and then share them.
  - d. Have advocates share quotes and stories that move them.
3. Realize that the first year of a Group's life is the most difficult and the infant mortality rate of new RESULTS Groups can be very high. Nurture the health of your group by doing things like this:
  - a. Call your advocates before each meeting to confirm their participation. Until an advocate's commitment has been deepened, e-mails don't work and are only good in addition to the phone calls.
  - b. Do 2 a-d above.
  - c. Don't let anyone distract the group from getting the job done by telling extraneous stories that take up a lot of time and take the group off-purpose.
  - d. Practice together. Press through the discomfort of asking the group to practice a laser talk or role-play the call to Washington. Be straight with each other. Admit that it feels crummy to ask people to role-play or to learn a talk, but when done with commitment, it can light us up and make each Partner a powerful, effective advocate.
  - e. Be clear about what actions each advocate will take. For example, Advocate A will phone the DC aide to the first Representative about request X).
  - f. Set up a support structure for making sure the calls and other actions are taken. For example, Advocate A commits to (1) calling the DC aide by tomorrow afternoon and (2) will e-mail the Group Leader (or other advocate) at the end of tomorrow afternoon with the result. The Group leader will call Advocate A if they have not reported.
4. Create and nurture a powerful vision.
  - a. Don't buy into a belief that your member of Congress will never support these issues and certainly never become a champion. This is why you are in RESULTS, to create miracles.

- b. Don't buy into the belief that your member of Congress will do whatever you ask, so you don't have to meet with them and move them but merely call their office and pass on requests.
  - c. Write letters, but don't settle for being a letter writing club.
  - d. Call Washington to speak to an aide and ask their boss to cosponsor or co-sign something, but don't settle for being a cosponsor collector.
  - e. Meet face-to-face with your member of Congress, but don't settle for just passing on information, statistics, and requests. Commit to moving them deeply. Inspire them. Remind them why they ran for office originally, to make a difference in the world.
5. Realize that powerful, face-to-face meetings with a representative or senator two or more times a year are pivotal to creating champions for the end of poverty. Here are some key ingredients:
- a. Call the local scheduler or district manager and ask for the appointment.
  - b. Meet with the local scheduler or district manager if necessary.
  - c. Whether meeting with the local aide or the representative or senator, practice with your partners and ALWAYS include a reading, share or video that is specifically geared to moving the member of Congress emotionally on the problem and solutions to global poverty.
  - d. Practice, practice, practice.
6. Have fun together.
7. Remember that advocates stay when the second purpose is made real: "To empower individuals to have breakthroughs in exercising their personal and political power" and that only happens when we are willing to and supported in going through comfort zones.