**RESULTS New Advocate Training**

**BEFORE YOU START: IDENTIFY WHO YOUR MEMBERS OF CONGRESS ARE** [**HERE**](https://results.org/volunteers/action-center/legislator-lookup/?vvsrc=%2fAddress)

Write down their names & contact info. Add them to your phone contacts

**Basics 1: Learn the Issues**

Choose your issue focus and dive into the details!

**Learning Materials**

* Issue Overview & Request Sheets
* [GLOBAL RECORDING](https://results.org/resources/global-poverty-response-to-covid-19/)
* [GLOBAL BRIEF](https://results.org/wp-content/uploads/2020-Global-Policy-Overview.pdf)
* [Global Request Sheets](https://results.org/wp-content/uploads/Global-COVID-19-Policy-Priorities-05-05-2020.pdf)
* [US RECORDING](https://results.zoom.us/rec/play/tZB-I7us-jk3GdTHswSDVKN8W421KqOs03cX8vJYyU_kUiRXNAGlYOMTZLYypZlYGDVzHD27a4smcChx?startTime=1591737584000)
* [US BRIEF](https://results.org/wp-content/uploads/2020-RESULTS-US-Policy-Overview.pdf)
* US Request Sheets: [US HOUSING](https://results.org/wp-content/uploads/RESULTS-Affordable-Housing-Congressional-Requests-Spring-2020-1.pdf)  I [US NUTRITION](https://results.org/wp-content/uploads/SNAP-Org-LETTER-for-House-Senate-April-2020.pdf)  I [HOUSING & NUTRITION](https://results.org/wp-content/uploads/2020-04-U.S.-Poverty-Action-Lobby-Lawmakers-with-Meetings-and-Media.pdf)

**Action**

* Take notes of what stands out the most, why it matters to you, personal stories you have that relate to the issues, questions you have

**Basics 2: EPIC Messages & Powerful Speaking**

Create a powerful message to use in your future action taking.

**Learning Materials**

* EPIC Messages and Powerful Speaking Basics

**Tools**

* [Sample EPIC messages](https://results.org/volunteers/laser-talks/)
* [Sample Personal Story: Aaron Carrillo](https://results.org/blog/tax-time-is-a-big-deal/)
* [Sample Personal Story: Bukekile Dube](https://results.org/blog/why-i-advocate-for-the-global-fund/)
* [Sample Personal Story: Beth Wilson (last 2 paragraphs)](https://results.org/blog/grassroots-spotlight-beth-wilson/)
* [Sample Personal Story: Willie Dickerson (5th & 6th paragraphs)](https://results.org/blog/grassroots-spotlight-willie-dickerson/)

**Action**

* Create and personalize an EPIC message which you’ll use in the following Basics actions

**Basics 3: Communicating with Congress: Letters, Emails, and Phone Calls**

Communicate with your member of Congress through an email, letter and phone call.

**Learning Materials**

Communicate with Congress Basics

**Tools**

[Sample EPIC Messages](https://results.org/volunteers/laser-talks/)

[Dear Congress video](https://www.youtube.com/watch?v=a-iTnspVmcY) (2 min)

[Let’s Call Congress video](https://www.youtube.com/watch?v=v7oz2tyDJO8) (2 min)

Congressional Switchboard: (202) 224-3121

**Action**

Write a letter or email to your member of Congress. Follow up with a phone call to the office a few days later.

**Basics 4: Getting Published in Local Media**

Write and submit an opinion piece in your local newspaper

**Learning Materials**

LTE Basics

[Why Media Now?](https://results.org/blog/what-can-you-do-speak-up-in-the-media/)

Supplemental: [Media recording](https://results.org/resources/writing-a-powerful-letter-to-the-editor/) (60 min)

**Tools**

[LTE Action Sheet](https://results.org/wp-content/uploads/2020-05-U.S.-Poverty-Action-Generate-Media-on-Housing-and-Hunger-in-Pandemic-Response.pdf) (US)

[US Sample Message](https://results.org/volunteers/action-center/?vvsrc=%2fcampaigns%2f72504%2frespond)

[LTE Action Sheet (Global)](https://results.org/wp-content/uploads/May-2020-Global-Action-LTE-COVID-Response.pdf)

[Global Sample Message](https://results.org/volunteers/action-center/?vvsrc=%2fcampaigns%2f72606%2frespond%3f_ga%3d2.166294200.745824882.1588627690-1763445582.1576180125%26_gac%3d1.80948709.1585065117.CjwKCAjw3-bzBRBhEiwAgnnLClM9N4XXMy5yqKNpeB5gG8SiSr1pYFmze653flEthizAeQsi0li-hxoCyGgQAvD_BwE)

**Action**

Find some local media hooks and write and submit at least one LTE

**Basics 5: Diving Deeper- Understanding Congress + Get to know your Members of Congress**

Understand the political process, how a Congressional office works, and research your member of Congress. This is the first step in your preparation to meet with your member of Congress.

**Learning Materials**

Understanding Congress Basics

[Researching your Members of Congress Tip Sheet](https://results.org/wp-content/uploads/Researching-Your-Member-of-Congress-January-2020.pdf)

Supplemental: [Understanding Congress recording](https://www.youtube.com/watch?v=6bqflvoUeYI&feature=youtu.be) (30 minutes)

Supplemental: Webinar [researching your MoCs](https://results.org/resources/researching-your-member-of-congress-and-meeting-scheduling-tips/) (60 minutes)

**Tools**

[Legislator Look-up](https://results.org/volunteers/action-center/legislator-lookup/?vvsrc=%2fAddress)

[Congressional Scorecard](https://results.org/volunteers/congressional-scorecard/)

**Action**

Fill out a profile for your members of Congress using RESULTS Tip Sheet

**Basics 6: Meetings with Congress & Their Staff**

Schedule and prepare for a meeting with your members of Congress.

**Learning Materials**

Meetings with MoCs Basics

Supplemental: [Meetings with MoCs recording](https://youtu.be/VWHB2nZf7Ig) (30 min)

**Tools**

[RESULTS Lobbying landing page](https://results.org/volunteers/lobbying/)

[Champion Scale](https://results.org/wp-content/uploads/Champion_Scale_Tool_2011_Version-3.doc)

Congressional Scorecard

**Action**

Participate in an upcoming Congressional meeting with your RESULTS group. Take on a meeting role. If there are no meeting in progress or you aren’t part of a RESULTS group, schedule your own! RESULTS staff can help you prepare.

**Basics 7: Organizing & Growing the movement (not finished)**

Build the power of RESULTS advocacy by recruiting new advocates to the movement

**Learning Materials**

Organizing Basics

Supplemental: [Organizing and Outreach recording](https://www.youtube.com/watch?v=xBJ1V9DUybY&feature=youtu.be) (40 min)

**Tools**

Mobilizing & Organizing Examples

1-1 Conversations / Relational Meetings

Sample 1-1 conversation

**Action**

Who’s your one? Think of one person in your life that would be interested in RESULTS advocacy. Perhaps you know they care about the same issues? Maybe they are a friend who has been complaining a lot about the state of the world but hasn’t been able to *do* anything. Reach out to them and have a one on one conversation! Invite them to take an action.

**Session 8**

**Growing Leadership in RESULTS**

RESULTS is powered by the incredible passion, commitment, and leadership of our grassroots volunteers. Volunteers share roles in their groups, taking responsibility to move different aspects of our collective advocacy forward. From welcoming new advocates, running point for a Congressional office, leading a local chapter, or advising a region of chapters, all roles come together to ensure RESULTS advocates are supported, RESULTS advocacy has a powerful impact and the RESULTS movement continues to grow. Take on a role in your local chapter and grow your own leadership skills as you contribute powerfully to the RESULTS movement.

**Learning Materials**

[Take a Leadership Role basics](https://results.org/resources/empower-yourself-activist-milestone-3/)

**Tools**

[Grassroots Roles Descriptions](https://results.org/wp-content/uploads/RESULTS-GR-Roles-2020.doc)

[Group Leader Training & Handbook](https://results.org/group-leader-training-and-handbook/)

**Action**

Determine if there is a bigger role you’d like to take on with RESULTS. Let your group leader know! Reach out to staff anytime for support [results@results.org](mailto:results@results.org)

**Continued Learning**

**More Advocacy Basics**

The above skills are the basic advocacy skills you need to be effective in RESULTS. There are no limits to the actions you can take to build on those basic skills – such as arranging a community site visit for your member of Congress or organizing a community letter writing campaign.

When you are ready to build onto your basics, check out our [Advocacy Step-by-Step Guides](https://results.org/volunteers/advocacy-basics/).