RESULTS
the power to end poverty

RESULTS December 2018 Global National Webinar
Looking Ahead to Global Fund Replenishment in 2019

Join at https://results.zoom.us/j/510407386. Or by phone at (669) 900-6833 or (929) 436-2866, meeting ID 510-407-386

Closed captioning: http://west.typewell.com/faelapgb
Welcome to the Webinar

Dr. Joanne Carter
Executive Director
Update on Our Campaign Work

John Fawcett
Director, Global Policy and Advocacy
jfawcett@results.org
Grassroots Cafe

Ken Patterson

Director of Global Grassroots Advocacy

kpatterson@results.org
Celebrations!

PUPO Award!
Persistence Usually Pays Off
I raised my voice and over $31,500 to end poverty.
Thank you for making this year’s VTF a huge success!

• 36 fundraisers from 22 groups
• Received about 200 donations
• Raised over $31,500
Thank you for making this year’s Giving Tuesday our best ever!

$50,000 Raised
$20,000 Matched
$70,000 Raised!
Meetings with Congress
Reported Through November 2018

95% of Groups Reported:

- 149 Face-to-face with Reps.
- 226 with House aides
Total in House = 375

- 49 Face-to-face with Senators
- 128 with Senate aides
Total in Senate = 177

Grand Total of 552 Meetings!!
Outreach
Reported Through November 2018

45% of Groups Reported Outreach:

157 Outreach Events
1212 #LettersGetLoud Letters
94 New partners/advocates
183 New Action Network members
Media

Reported Through November 2018

70% of Groups Reported Media:

- 26 Op-eds
- 17 Editorials
- 293 Letters to the Editor
- 17 Other media

353 Total Media pieces
For Your Calendar
See Your Weekly Update details.

• **New Website to Debut:** next week!

• **Dec. 13.** New Advocate Orientation, 8:30 pm ET.

• **Dec. 14-21.** Congress Adjourns (Tentatively)

• **Dec. 17.** Global Free Agents, 1 and 8 pm ET.

• **Dec. 25-Jan. 1.** RESULTS Office Closed

• **Jan. 9.** Action Network Community of Practice, 8 pm ET.
Mark Your Calendars!

July 13-16, 2019
RESULTS International Conference

Do you have a great speaker idea?

Submit your idea here:
https://tinyurl.com/2018ICSpeakers
The 2018 Vision

Engage Communities - #LettersGetLOUD

International Conference

Election Engagement

Post-Election Engagement
Post-Election Pre-2019 Engagement

How will you or your group take advantage of new interest, the new Congress, and New Year’s Resolutions?
Post-Election Pre-2019 Engagement

How will you or your group take advantage of new interest, the new Congress, and New Year’s Resolutions?

Talk to a lot of people!!
One-on-One Conversations

“People do things for reasons that matter to them” – Heather Booth

Amanda Beals
Manager, Global Grassroots Expansion
Goals of One on One Conversation

- Establish relationship
- Get to know someone’s self-interest
- Demonstrate you genuinely care about them
- Envision possibilities from new skills, strengths, passions, and experiences your new advocate brings
- Move individual from passion to action
Tactics for One on One’s

- Summon your inner 6 year old
  - Be genuinely curious and ask questions

- Actively listen – with your ears, eyes, and heart

- Have an ask in mind to take the person to the next level of action
Let’s Practice!
Since her time in the California legislature, Congresswoman Lee has been a fierce advocate for ending HIV and ensuring an AIDS-free generation. Since entering Congress, she has authored or co-authored every major piece of HIV/AIDS legislation including the legislative frameworks for the President’s Emergency Plan for AIDS Relief (PEPFAR) and the Global Fund to Fight AIDS, Tuberculosis and Malaria. Congresswoman Lee’s legislation establishing a USAID special advisor for orphans and vulnerable children was enacted into law in 2009. In 2011, Congresswoman Lee formed the bipartisan and bicameral Congressional HIV/AIDS Caucus, which she co-chairs.
Q & A

- On the webinar? Unmute by clicking the microphone.
- If you are not speaking, please stay muted.
How many people from your group joined in today’s webinar?

Let us know your numbers directly in the chat box or send to Lisa Marchal, Global Grassroots Manager

lmarchal@results.org
Excited for the year ahead . . .