

# 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](mailto:jfawcett@results.org)**

# Grassroots Cafe



Ken Patterson

Director of Global  
Grassroots Advocacy

[kpatterson@results.org](mailto:kpatterson@results.org)

Celebrations!

**PUPO  
Award!**

*Persistence Usually  
Pays Off*

I RAISED MY VOICE

AND OVER \$31,500



TO END POVERTY

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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



Amanda Beals  
Manager, Global  
Grassroots Expansion

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

# 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
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Let's Practice!

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# Rep. Barbara Lee

D-13-CA

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.
- On by phone? Unmute by hitting \*6.
- 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](mailto:lmarchal@results.org)



# Excited for the year ahead . . .

