Welcome!

Use the chat to introduce yourself

• Name & pronoun
• City
• One word that describes why you’re joining
Keep in mind...

✓ Stay on mute
✓ Private chat us if you have tech issues
✓ Live transcript available

Zoom tip
Want to rename yourself? Right click on your Zoom square & select “rename”
The basics
What is a lobby meeting?
A meeting with our elected officials or their staff, to influence them to take action around an issue.
Goals of lobby meeting

- Build relationship
- Introduce group as resource
- Prove community cares
- Educate on issues
- Gather intel
- Get commitment
Steps to a successful meeting

1. Choose Meeting Target
2. Schedule Meeting
3. Plan Agenda and Practice
4. Collect Letters
5. Attend Meeting
6. Follow Up!
Set up the meeting
Identify your target

✓ Which member of Congress?
✓ What issue(s) will you cover?
✓ Face to face or with staff?
✓ In district? Virtual?
Champion Scale

Champion Scale Worksheet
Research your target

Legislator Look-up

Profile
Senator Raphael Warnock
Rev. Democrat-GA

Contact
Political
Staff

Capitol Address
388 Russell Senate Office Building
Washington, DC 20510

Capitol Phone
(202) 224-3643

District Address
3625 Cumberland Blvd Ste 970
Atlanta, GA 30339

District Phone
(770) 694-7628

District Fax
(770) 612-2471

Web Site
https://www.warnock.senate.gov/

Facebook
https://www.facebook.com/reverendwarnock

Twitter
http://www.twitter.com/reverendwarnock

YouTube
https://www.youtube.com/channel/UCfA4DRmntU8tG9Q_hpytHGrQ4A

Congressional Scorecard

118th Congress: House of Representatives

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<tr>
<th>Member</th>
<th>State</th>
<th>R</th>
<th>District</th>
<th>118th Congress: Vote for the Tax Relief for American Families and Workers Act</th>
<th>118th Congress: Signed on to be an original co-sponsor: American Family Act</th>
<th>117th Congress: Signed bipartisan-proposed tax credit for child care expenses</th>
<th>117th Congress: Signed budget resolution tax extension</th>
<th>117th Congress: Signed American Rescue Plan (expanded the child tax credit in 2021)</th>
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Updated: 2/14

results.org/volunteers/lobbying
<table>
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<tr>
<th>Type of Meeting</th>
<th>How to Schedule</th>
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| Face to face with member of Congress | • Send an email to the scheduler in DC office  
|                                  | • Call the DC office and ask to speak to the scheduler  
|                                  | • It does not hurt to do both!                                                  |
| Meeting with DC office staff    | • Email the staffer directly  
|                                  | • Email the scheduler with your request and issues you'd like to discuss        |
| Meeting with in-district staff  | • Email the local office with your request and issues you'd like to discuss     |
|                                  | • Call the local office and schedule directly with an aide                      |
Send the meeting request

1. Identify the staff using Legislator Look-up
2. Derive email using formula
3. Send request with topic of meeting and suggested dates

**SENATE**
firstname_lastname@senatorlastname.senate.gov

**HOUSE**
firstname.lastname@mail.house.gov

Find meeting request templates at [results.org/lobbying](http://results.org/lobbying)

---

Dear ______ (scheduler/staff name):

My name is ____ and I am a constituent of Sen./Rep. ______ from_____ and a volunteer with RESULTS.

On behalf of ______ (RESULTS chapter name), we are requesting the opportunity to meet with the (Representative or Senator) to discuss domestic and global poverty issues, including child nutrition (SNAP) and global malnutrition that constituents care about deeply.

We’d like to meet in person in the (state/district) with additional constituents and RESULTS members joining virtually. We’d also be willing to meet virtually. Will you please get back to us with possible dates in the coming month or two? Thanks in advance!
Lobby prep
## Sample Meeting Agenda

1) Introductions

2) Thank you

2) Personal Story

3) Overview of the issue(s)

4) Call to action: “Will you support ________?”
What does this look like?

What motivates you? What are you passionate about?

Has the Congressmen supported global nutrition efforts in the past?

Is there additional information we can provide to your office?

How did you get into public service?

What is the Congressperson's position on fighting malnutrition through USAID?

Is there additional information we can provide to your office?
Meeting Roles

- Attendee
- Notetaker
- Timekeeper
- Facilitator
- Issue overview
- Personal share
Attend and follow-up
Tips when attending

✓ Be yourself
✓ Nerves are normal
✓ Power in attending
✓ Confirm logistics
✓ Take a picture

RESULTS MN meeting virtually with Rep. Dean Phillips, 2020
“Do not underestimate your impact... One meeting may not feel like you are changing the world. Your advocacy really does make a difference!”

Anna Dieterich
former staff for Senator Murkowski (AK, R)
Follow-up

• Send an email to the office and reiterate your request
• Include:
  o Lobby leave-behinds
  o Address questions from meeting
  o Photo
• Where the relationship begins!
"EPIC" Laser Talk Model

E – Engage

P – Problem

I – Inform

C – Call to action
E - Engage

Capture your listener’s attention with a dramatic fact, short statement, or personal story.

In the case of a lobby meeting, we would be talking to the staffer or even the member of Congress.
P - Problem

Present causes of the problem you introduced in the first section.

How widespread or serious is the problem? How has the problem impacted you or your community?
I - Inform

Inform the listener about a solution to the problem you presented.

You might cite a recent study or tell a first-person account of how the solution has impacted you or others you know.
Call to Action answers the question “so what do you want me to do about it?”

Make the action something specific you can follow up on. Frame it as a yes or no question.
### Example

| Engage | **Personal Story**  
We know how to keep moms and babies healthy and thriving. Yet still: 300,000 women and girls die every year from lack of basic healthcare for pregnancy and birth. And 2.3 million newborns die in their first months of life. |
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<tr>
<td>Problem</td>
<td>The problem isn't a need for a new medical intervention that doesn't exist yet. It’s ensuring that all people, no matter where they live, have access to lifesaving healthcare and basic nutrition. Things like routine healthcare for women and babies, access to emergency hospital care, training for health workers, access to lifesaving vaccines, and nutrition supplementation have all proven to save millions of lives every year.</td>
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| Inform | **Solution**  
USAID, the primary federal agency that administers foreign aid and development assistance, has a strong record of supporting maternal and child health programs that make a difference. In 2021 alone, USAID helped increase access to essential care for more than 59 million women and children. |
| Call to Action | We have the resources right now to ensure all children, no matter where they live, can access their rights to health and nutrition. We’re asking you to help us make that possibility a reality. Will you support lifesaving maternal and child health programs by including $1.15 billion for USAID Maternal and Child Health programs in your FY25 budget request? |
Raise your voice – *right now*
Millions of households across the United States, especially those living in poverty, are feeling the effects of high rents. Too many people in our communities are just one emergency away from being evicted or losing their homes—and they often must make hard choices between paying rent and paying for other necessities like food, healthcare, or childcare.

RESULTS advocates are enlisting our communities to show our members of Congress that it needs to take action to make housing affordable, and you can add your voice. Even for many people living in poverty, working hard and as many hours as possible are not enough to afford rent. With rents rising, we’re seeing more and more people experience homelessness. Congress needs to do more to make housing affordable for all.

We must address the housing crisis with more investments, more funding, and more long-term solutions that work for all those living in poverty, and Congress has the responsibility to act.

results.org/raise-your-voice-us | results.org/raise-your-voice-global
Lobby with RESULTS
What to expect when lobbying with RESULTS?

- Connect to your lobby team (based on city/state)
- Be included on plans to lobby your members of Congress
- Participate in lobby prep
- Attend lobby meetings
- 3-6 hours/month
- *February – May*
How to get involved

Step 1
• Fill out the lobby interest form
• Questions? Email Alicia @ astromberg@results.org

Step 2
• Receive an email with follow-up resources
• Schedule a 1:1 if you still have questions

Step 3
• We will introduce you via email to your lobby team
• If you are already in a RESULTS group, no need to fill out the form
Resources

Lobbying
- Guide - Meet with Congress
- Lobby Resource Hub
- Legislator Look-up
- Congressional Scorecard
- Champion Scale

Powerful Speaking
- Guide - EPIC Laser Talk
- Current Laser Talks
- EPIC Worksheet

Amplify your meeting
- Solidarity Action – US
- Solidarity Action - Global