

Effective Meetings with Your Elected Officials



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#SASANAC2024

Advocacy is all about...

“Relationships, Relationships,
Relationships.”



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Before Your Meeting



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Do Your Homework

- Do their kids attend your school?
- What Committees are they on?
- Do/did they have a job?
- Legislation they've introduced/supported?
- Make a leave behind



Goals

- Develop a Relationship
- Make them fans of Robotics
- ASKS * (if you get to it)

*ASKS are in priority order in talking points



Preparing for a Meeting

DO

- Assign roles
 - Facilitator
 - Someone to field questions
- Have an order of issues and talking points
- Make an ASK
- Be Concise
- PRACTICE

AVOID

- Talking about campaigns / fundraising / elections
- Contradicting each other
- Falling into traps



During the Meeting



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A Meeting

- Stick to the outline/stay on topic
- BE IMPRESSIVE
- Always take notes
 - Connect the dots
- Never answer a question you do not know the answer to
- Bring a leave behind
- Share your excitement and passion for Robotics (possibly with data to back it up)
- Be a resource for them



Staff Level Meetings



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After Your Meeting

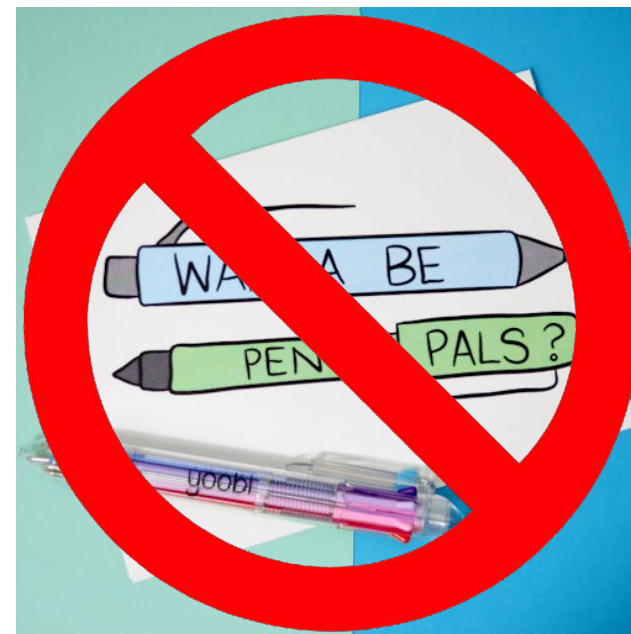


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Follow Up

- One person follows up
- Don't become pen pals
- Make them remember you



Meeting on Zoom

- Physical/Virtual Backgrounds
- Facilitator monitoring participants on the meeting
- Order of introductions
- Video off if not speaking in the meeting
- Delay in response makes conversation hard
- One person per camera (not in same physical room)
- Follow up/Leave Behinds
- Tech Savvy?
- Length of meeting
- What to wear
- Meeting in your build space



Questions

Text questions to 248-419-1189
[Mysasa.org/nacmaterials](https://mysasa.org/nacmaterials)



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