Effective Meetings with Your Elected Officials

SASA NAC NATIONAL ADVOCACY CONFERENCE

Twitter, Facebook, Instagram: @SASAdvocacy #SASANAC2026

Advocacy is all about…

"Relationships, Relationships, Relationships."

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Before Your Meeting

Do Your Homework

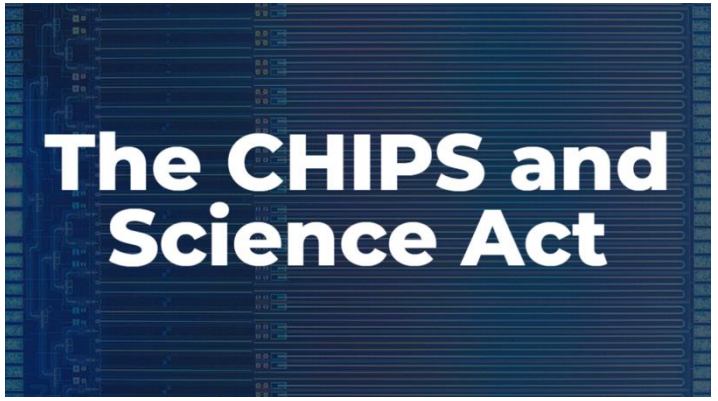


- Do their kids attend your school?
- What Committees are they on?
- Do/did they have a job?
- Legislation they've introduced/supported?
- Make a leave behind

Goals

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

*ASKS are in priority order in talking points







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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

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

- Treat them as the Member
- Education vs. Military Portfolio



Governor's Office Meetings

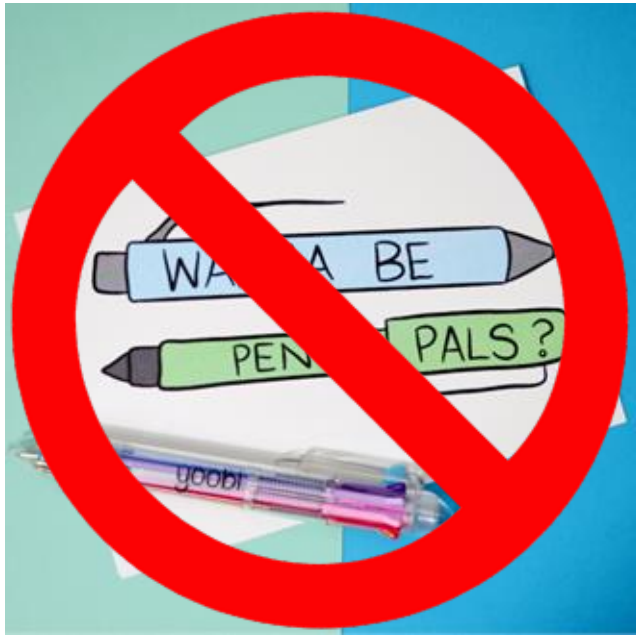
- They work on federal issues for your state (including Military)
- Not a traditional meeting
- Looking for common ground in legislative asks
- Share your talking points but you are not advocating to them

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

