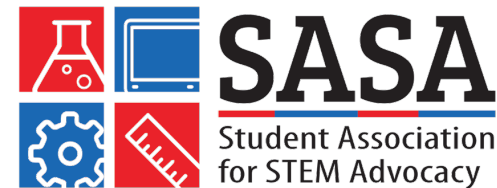


Effective Meetings with Your Elected Officials

States of New England Advocacy
Conference



Advocacy is all about...
“Relationships, Relationships,
Relationships.”

Before Your Meeting

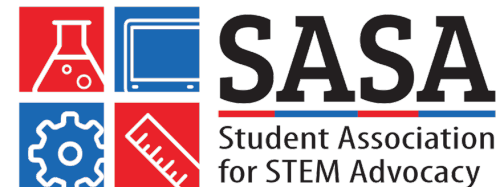
Do Your Homework

- 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
- ASK (optional)



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 (including technology)

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)
- Be a resource for them



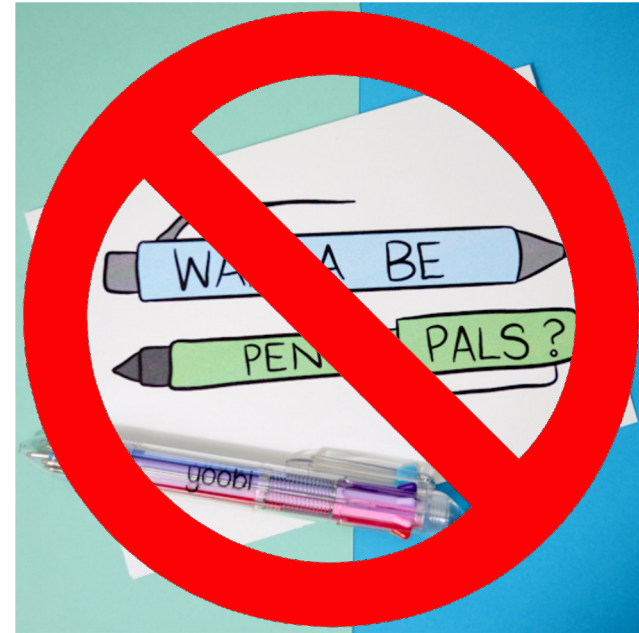
Staff Level Meetings



After Your Meeting

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
- Conversation vs. Presentation
- Pausing for Interaction

The Ask

What other States are Asking for

- Michigan
 - Section 99h in the School Aid Budget
 - Allows state funds to be allocated directly for robotics programs
- New York
 - Bills A1219 and S9411
 - Established and Appropriates funds for a grant program to fund high school participation in competitions related to STEM fields
- California
 - Increase/maintain funding for the Expanded Learning Opportunities program.
- Wisconsin
 - Increase the WI Robotics League Participation Grant from \$500,000 a year to \$750,000

The Ask

- Massachusetts
 - Ask to cosponsor HD.2136 and SD.1182
- New Hampshire
 - Thank them for their continued support and funding

The Data

- Longitudinal Study from Brandeis University based on 10 years of Data say *FIRST* Students:
 - 2.2x more likely to be interested in STEM
 - 2.1x more likely to show higher interest in STEM careers
 - 1.9x more likely to show higher involvement in STEM activity
 - 1.8x more likely to score higher in understanding of STEM
 - 81% of *FIRST* Alumni Declare Majors in STEM
 - 83% of *FIRST* Alumni have Confidence to Take Leadership Roles
 - 2x more likely to major in engineering or science (41% in engineering)
 - 87% more interested in doing well in school
 - 87% plan to take a more challenging math or science course
 - 89% more interested in going to college
 - 93% increase conflict resolution skills, 95% time management skills, 98% problem solving skills, 76% communication skills
 - 75%+ of Alumni are in STEM field as a student or professional
- Major corporations supporting *FIRST* and teams (examples of corporate support for your team)
 - *FIRST* sponsors include more than 200 of the Fortune 500 companies

The National Advocacy Conference

presented by The Student Association for STEM Advocacy

In person! June 25th to June 27th Washington, D.C.

Registration now open at www.mysasa.org

Contact us with any questions!

Steve Hyer

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Questions