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# Advocacy “201”



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**Goal for today: To take a deeper dive  
into the background  
information/resources you will need in  
order to build a strong relationship  
with your MoC.**



- 
- Please share (5 min)
    - Your name
    - Pronouns
    - Chapter and leadership position (if applies)
    - Favorite ice cream flavor!



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## *Agenda*

- Key actions review
- Legislative Process/Cosponsors
- Congressional Committees/
- MoC Office staff structures
- “champions scale”
- Activity

# Review: How do we influence Congress? 3 key ways

- 1) **Write letters, call, and meet** with our members of Congress (MoCs) urging them to support key legislation.
- 2) Receive and **submit “funding request forms”** to our MoC offices.
- 3) **Get MoCs to sign onto “Dear Colleague letter” petitions.**



# Legislative process

- [The Legislative Process: Overview \(Video\) | Congress.gov | Library of Congress](#)
- What's the difference between a bill and a resolution? [Types of Legislation](#)

1. <a href="#"><u>Overview of the Legislative Process</u></a>	5:09
2. <a href="#"><u>Introduction and Referral of Bills</u></a>	3:19
3. <a href="#"><u>Committee Consideration</u></a>	3:39
4. <a href="#"><u>Calendars and Scheduling</u></a>	2:35
5. <a href="#"><u>House Floor</u></a>	3:53
6. <a href="#"><u>Senate Floor</u></a>	4:17
7. <a href="#"><u>Executive Business in the Senate</u></a>	1:59
8. <a href="#"><u>Resolving Differences</u></a>	3:29
9. <a href="#"><u>Presidential Actions</u></a>	1:58

# Cosponsors on a bill

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For example: Has my MoC cosponsored the MMAPPP Act?

How do you know if your MoC has cosponsored a bill?

- GovTrack.us
  - <https://www.govtrack.us/congress/bills/116/hr7296>
- Congress.gov
  - [HR7296 - 116th Congress \(2019-2020\): MMAPPP Act of 2020 | Congress.gov | Library of Congress](#)



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# Committees





6 committees related to global health programs and funding

1. House Committee on Foreign Affairs (HFAC)
2. Senate Committee on Foreign Relations (SFRC)
3. House Committee on Energy and Commerce (E&C Committee)
4. Senate Committee on Health, Education, Labor, and Pensions (HELP Committee)
5. House and Senate Committees on Appropriations (Approps. Committees)
6. House Foreign Affairs (HFAC) and Senate Foreign Relations (SFRC)

**GLOBAL HEALTH**

**DOMESTIC HEALTH**

<https://medium.com/k-street/understanding-the-congressional-committee-assignment-process-3a48c4fd2a8e>

Standing & Permanent Select Committees	Standing & Permanent Select Committees
House of Representatives	Senate
Agriculture	Agriculture, Nutrition, and Forestry
Appropriations	Appropriations
Armed Services	Armed Services
Budget	Budget
Education and Workforce	Health, Education, Labor and Pensions
Energy and Commerce	Commerce, Science, and Transportation
Ethics	Ethics (select)
Natural Resources	Energy and Natural Resources
Financial Services	Finance
Foreign Affairs	Foreign Relations
Homeland Security	Homeland Security and Governmental Affairs
Intelligence (select)	Intelligence (select)
Judiciary	Judiciary
Rules	Rules and Administration
Small Business	Small Business and Entrepreneurship
Veterans' Affairs	Veterans' Affairs
Transportation and Infrastructure	Environment and Public Works
Ways and Means	Banking, Housing, and Urban Affairs
Oversight and Government Reform	Indian Affairs (select)
Science, Space, and Technology	
Small Business	

## Vote Smart, Gov Track, Congress.gov



**VOTE SMART**  
FACTS MATTER

**ISPY**  
ALSO POLITICIANS, MILLIONS OF FACTS

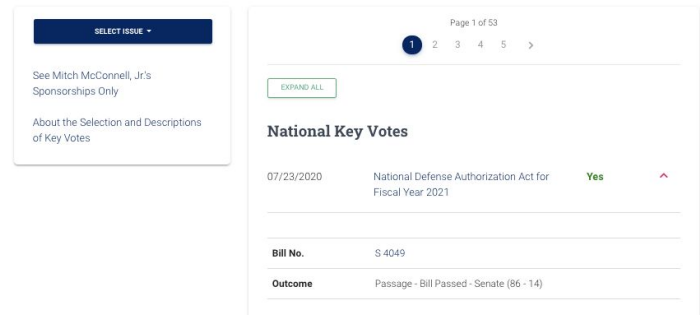
Enter a politician's name or your address

BIO VOTES POSITIONS RATINGS SPEECHES FUNDING

**Mitch McConnell, Jr.'s Voting Records**

Office: U.S. Senate (KY) - Sr. Republican Majority Leader  
On The Ballot: Running, Republican for U.S. Senate (KY) - Sr

TRACK THIS POLITICIAN



SELECT ISSUE

See Mitch McConnell, Jr.'s Sponsorships Only

About the Selection and Descriptions of Key Votes

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1 2 3 4 5 >

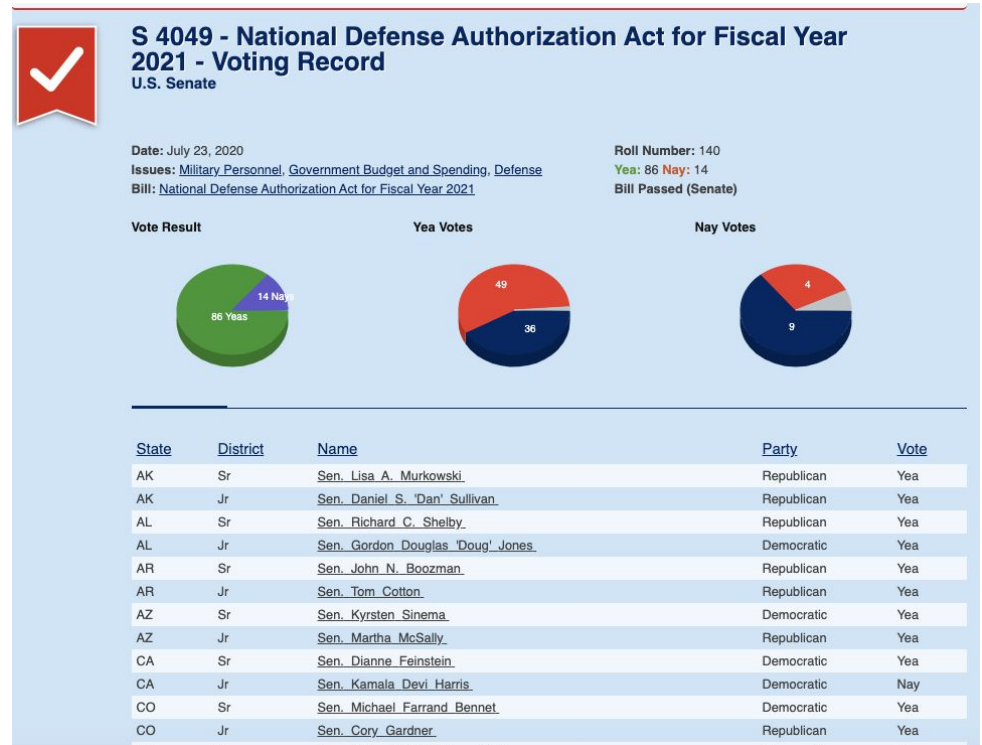
EXPAND ALL

**National Key Votes**

07/23/2020 National Defense Authorization Act for Fiscal Year 2021 Yes

Bill No. S 4049

Outcome Passage - Bill Passed - Senate (86 - 14)



**S 4049 - National Defense Authorization Act for Fiscal Year 2021 - Voting Record**  
U.S. Senate

Date: July 23, 2020  
Issues: [Military Personnel, Government Budget and Spending, Defense](#)  
Bill: [National Defense Authorization Act for Fiscal Year 2021](#)

Roll Number: 140  
Yea: 86 Nay: 14  
Bill Passed (Senate)

**Vote Result**

Yea Votes: 86 (86%)  
Nay Votes: 14 (14%)

**Yea Votes**

49 (57%)  
36 (41%)

**Nay Votes**

9 (64%)  
4 (29%)

State	District	Name	Party	Vote
AK	Sr	<a href="#">Sen. Lisa A. Murkowski</a>	Republican	Yea
AK	Jr	<a href="#">Sen. Daniel S. 'Dan' Sullivan</a>	Republican	Yea
AL	Sr	<a href="#">Sen. Richard C. Shelby</a>	Republican	Yea
AL	Jr	<a href="#">Sen. Gordon Douglas 'Doug' Jones</a>	Democratic	Yea
AR	Sr	<a href="#">Sen. John N. Boozman</a>	Republican	Yea
AR	Jr	<a href="#">Sen. Tom Cotton</a>	Republican	Yea
AZ	Sr	<a href="#">Sen. Kyrsten Sinema</a>	Democratic	Yea
AZ	Jr	<a href="#">Sen. Martha McSally</a>	Republican	Yea
CA	Sr	<a href="#">Sen. Dianne Feinstein</a>	Democratic	Yea
CA	Jr	<a href="#">Sen. Kamala Devi Harris</a>	Democratic	Nay
CO	Sr	<a href="#">Sen. Michael Farrand Bennet</a>	Democratic	Yea
CO	Jr	<a href="#">Sen. Cory Gardner</a>	Republican	Yea

# Dear Colleague Letter Signons

- How do I know if my MoC signed onto a DCL?
- Find your rep & senators here:  
<https://www.govtrack.us/congress/members>
- Go to: [spreadsheet of FY22 sign-ons](#) to see if your representative and senators signed onto Dear Colleague letters for Bilateral TB or The Global Fund last spring.

## Support PEPFAR and the Global Fund to Fight AIDS, Tuberculosis, and Malaria

Please join Representatives Barbara Lee (D-CA) and Ann Wagner (R-MO) in the call for strong support for our bilateral global HIV/AIDS response, and our multilateral global HIV/AIDS tuberculosis, and malaria response. For information please contact [Baiba.Jakubish@senate.gov](mailto:Baiba.Jakubish@senate.gov) in Rep. Lee's office or [Moody.Burke@mail.house.gov](mailto:Moody.Burke@mail.house.gov) in Rep. Wagner's office.

**To cosign, please fill out [this form](#).**

*\*\*The closing date for this letter is NOON on March 25, 2019\*\**

Dear Chairwoman Lowey, Ranking Member Granger, and Ranking Member Rogers:

As you consider the Fiscal Year (FY) 2020 State, Foreign Operations, and Related Programs Appropriations bill, we write to request a continuation of critical and timely support for the President's Emergency Plan for AIDS Relief (PEPFAR) and the Global Fund to Fight AIDS, Tuberculosis, and Malaria (Global Fund). We are grateful for your past leadership in ensuring these programs continued to be robustly funded. We look to you again as PEPFAR and the Global Fund work towards the rapid acceleration of HIV prevention and treatment programs as global efforts focus on the goal of ending the AIDS epidemic by 2030.

U.S. leadership through PEPFAR and other bilateral investments, along with multilateral investments in the Global Fund over time have been transformative in fighting the deadly HIV/AIDS epidemic that was devastating countries, and the results are astounding. In 2018 PEPFAR supported life-saving antiretroviral treatment for 14.6 million people, including over 700,000 children. Through PEPFAR support, over 6.8 million orphans, vulnerable children and their caregivers accessed critical care and support services and since its inception more than 2.4 million new infections were averted in children.

By working hand in hand with countries and partners like PEPFAR, the Global Fund efforts have saved over 27 million lives since its inception in 2002. Its 2018 annual report shows that the Fund has supported 17.5 million people on anti-retroviral treatment for HIV, 5 million people treated for TB, and has distributed 197 million insecticide-treated bed nets for malaria prevention. To better tailor the HIV/AIDS programs to those most in need, allocations for prevention for key and vulnerable populations are up by nearly 30 percent for 2017-2019 over the previous funding period. Similarly, progress on the TB epidemic hinges on finding the over four million missing cases each year. The Global Fund has focused efforts in 13 countries that account for 75 percent of missing people with TB globally to find an additional 1.5 million cases by the end of 2019.

The co-epidemics must be battled together to bend the curve against the diseases and increased investments and efforts are necessary to end the epidemics. PEPFAR and the Global Fund are not only leading global efforts to improve HIV care, but they also enable countries to improve the overall health of their citizens by creating a lasting infrastructure that positions partner countries to respond to a range of health challenges and threats. PEPFAR is pushing countries towards controlling their epidemics and with its new investment case for the 2020-2022 replenishment, the Global Fund aims to save 16 million more lives.

## Congressional Staff: Duties and Functions of Selected Positions

Table 1. Selected Comparable House and Senate Positions<sup>14</sup>

Positions	
Chief of Staff	Grants and Projects Coordinator (House) Director of Special Projects and/or Grants (Senate)
Constituent Services Representative/Caseworker	Legislative Correspondent
Counsel	Legislative Director
District or State Director	Office Manager <sup>a</sup>
District or State Scheduler	Press Secretary/Communications Director <sup>b</sup>
Executive Assistant	Scheduler (Washington, DC)
Field Representative	Systems Administrator



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# MoC Office staff email

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- House staff: `first.last@mail.house.gov`
- Senate staff: `first_last@lastnameofsenator.senate.gov`

-1. Opponent, 0. Neutral/Uninformed, 1. Supporter, 2. Advocate, 3. Leader, 4. Champion

#### **Level: 4 Champion**

- Inquire on creating new legislative initiatives.
- Help MoC see that his/her efforts as a Champion are worth while.

#### **Level: 3 Leader**

- Inspire MoC to become more by providing a vision of what it means to be a champion: using examples inside and outside of Congress.
- Help MoC stake out his/her champion terrain on our issues.

#### **Level: 2 Advocate**

- Encourage MoC to consider taking individualized actions that go beyond the basics and demonstrate leadership.
- Help MoC find and deliver on his/her passion around one or more issues.

#### **Level: 1 Supporter**

- Move MoC beyond taking basic action toward being vocal (in media, public, and hearings) and enrolling colleagues.

#### **Level: 0 Neutral--Uninformed**

- Educate on issue or cause.
- Determine and start to build areas of support.
- Reach aides and decision-maker at emotional level
- Get them to take an action.

#### **Level: -1 Opponent**

- Weaken their opposition; move them toward neutral.
- Find common ground between your point of view and theirs.
- Educate MoC on issues in way he/she can relate to.

- **Senator Ed Markey**
  - What state? What political party?
  - What committees are they on?
  - Have they cosponsored S.1976?
  - Did they signed onto the Global TB DCL for FY22?
  - What is their position on US/domestic health?
  - What are previous positions on funding for global health?
  - Who is Ed Markey's foreign policy aide? What is their email?
  - Where are they are on the champion scale in regards to domestic health? Global health?
  - What methods would you take to move the Senator on S.1976?





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# Appendix

KFF Global Health Policy--[daily briefing](#)

Washington Post, POLITICO, The Hill, CQ Roll Call

DC Twitter reporters

## KFF Daily Global Health Policy Report



Friday, July 24, 2020

### In The News

- + WHO DG Warns No Going Back To 'Old Normal,' Says Coronavirus Surge Driven By 10 Countries; AP Examines Use Of Face Masks Globally
- + WHO DG Tedros Rejects Pompeo's Accusations Of Chinese Influence On Health Agency, Warns Of Politicization Of Pandemic
- + U.N. Agencies, O'Neill Institute Establish COVID-19 Law Lab To Gather, Track Laws Related To Pandemic
- + Media Outlets Examine Efforts To Develop Coronavirus Vaccine, Distribution Challenges, Herd Immunity
- + U.N. Women Director Warns Of Increase In Violence Against Women During COVID-19 Lockdowns
- + More Than 10K African Health Workers Infected With Coronavirus; Thailand To Test Vaccine; COVID-19 Cases Rise Among Young People In Spain; Cases Surge In Colombia, Brazil; U.S. Cases Pass 4M
- + Unintended Pregnancies Fall Worldwide But Half End In Abortion; No Evidence Legal Restrictions Prevent Abortion, Study Shows
- + U.S. House Democrats Question USAID Acting Administrator Over Political Appointees, Proposed Budget In Light Of Pandemic
- + U.K. Government Outlines Aid Cuts; Foreign Affairs Committee Warns New FCDO Could Operate Without Strategic Direction As Trevelyan Expresses Confidence In Raab
- + New Study Examines Why Aedes Aegypti Mosquitoes Prefer Human Blood
- + More News In Global Health

Editorial and Opinions

- How many bills are introduced and passed each session?
  - [Historical Statistics about Legislation in the US Congress](#)
- 116th Congress (2019-2021)
  - Enacted Laws: 145 (1%)
  - Passed Resolutions: 556 (4%)
  - Got a Vote: 558 (4%)
  - Total: 13,241

To require any COVID-19 drug developed in whole or in part with Federal support to be affordable and accessible by prohibiting monopolies and price gouging, and for other purposes.

The bill's titles are written by its sponsor.

### Sponsor and status



#### Janice "Jan" Schakowsky

Sponsor. Representative for Illinois's 9th congressional district. Democrat.



[Read Text »](#)

Last Updated: Jun 22, 2020

Length: 21 pages

#### Introduced

Jun 22, 2020  
116<sup>th</sup> Congress (2019–2021)

#### Status

**Introduced on Jun 22, 2020**

This bill is in the first stage of the legislative process. It was introduced into Congress on June 22, 2020. It will typically be considered by committee next before it is possibly sent on to the House or Senate as a whole.

#### Prognosis

3% chance of being enacted according to [Skopos Labs \(details\)](#)

#### Source

[Congress.gov](#)

#### History

JUN 22, 2020



#### Introduced

Bills and resolutions are referred to committees which debate the bill before possibly sending it on to the whole chamber.

[Read Text »](#)

If this bill has further action, the following steps may occur next:



Passed Committee



Passed House



Passed Senate



Signed by the President

### Cosponsors

22 cosponsors (21D, 1R) [\(show\)](#)

- [DeFazio, Peter \[D-OR4\]](#) (joined Jun 22, 2020)
- [DeLauro, Rosa \[D-CT3\]](#) (joined Jun 22, 2020)
- [Doggett, Lloyd \[D-TX35\]](#) (joined Jun 22, 2020)
- [Jayapal, Pramila \[D-WA7\]](#) (joined Jun 22, 2020)
- [Pocan, Mark \[D-WI2\]](#) (joined Jun 22, 2020)
- [Rooney, Francis \[R-FL19\]](#) (joined Jun 22, 2020)
- [Velázquez, Nydia \[D-NY7\]](#) (joined Jun 24, 2020)
- [Bishop, Sanford \[D-GA2\]](#) (joined Jun 26, 2020)
- [Carson, André \[D-IN7\]](#) (joined Jul 6, 2020)
- [Cohen, Steve \[D-TN9\]](#) (joined Jul 6, 2020)
- [Hayes, Jahana \[D-CT5\]](#) (joined Jul 6, 2020)
- [Huffman, Jared \[D-CA2\]](#) (joined Jul 6, 2020)
- [McCollum, Betty \[D-MN4\]](#) (joined Jul 6, 2020)
- [Norton, Eleanor \[D-DC0\]](#) (joined Jul 6, 2020)
- [Pingree, Chellie \[D-ME1\]](#) (joined Jul 6, 2020)
- [Porter, Katie \[D-CA45\]](#) (joined Jul 6, 2020)
- [Raskin, Jamie \[D-MD8\]](#) (joined Jul 6, 2020)
- [Scanlon, Mary \[D-PA5\]](#) (joined Jul 6, 2020)
- [Welch, Peter \[D-VT0\]](#) (joined Jul 6, 2020)
- [Khanna, Ro \[D-CA17\]](#) (joined Jul 20, 2020)
- [Napolitano, Grace \[D-CA32\]](#) (joined Jul 20, 2020)
- [San Nicolas, Michael \[D-GU0\]](#) (joined Jul 20, 2020)

### Committee Assignments

[House Armed Services](#)

[House Energy and Commerce](#)

[House Science, Space, and Technology](#)

[House Judiciary](#)

Committee chairs determine whether a bill will move past the committee stage.

[USG-GH Congress and GH Primer](#)

[USG-GH Overview](#)

[USG-GH Primer](#)

[USG-GH Legislation Tracker](#)

[USG-GH Budget Tracker](#)

[USG-GH Key Positions and Officials](#)

[USG-GH HIV Funding](#)

[USG-GH Family Planning Funding](#)

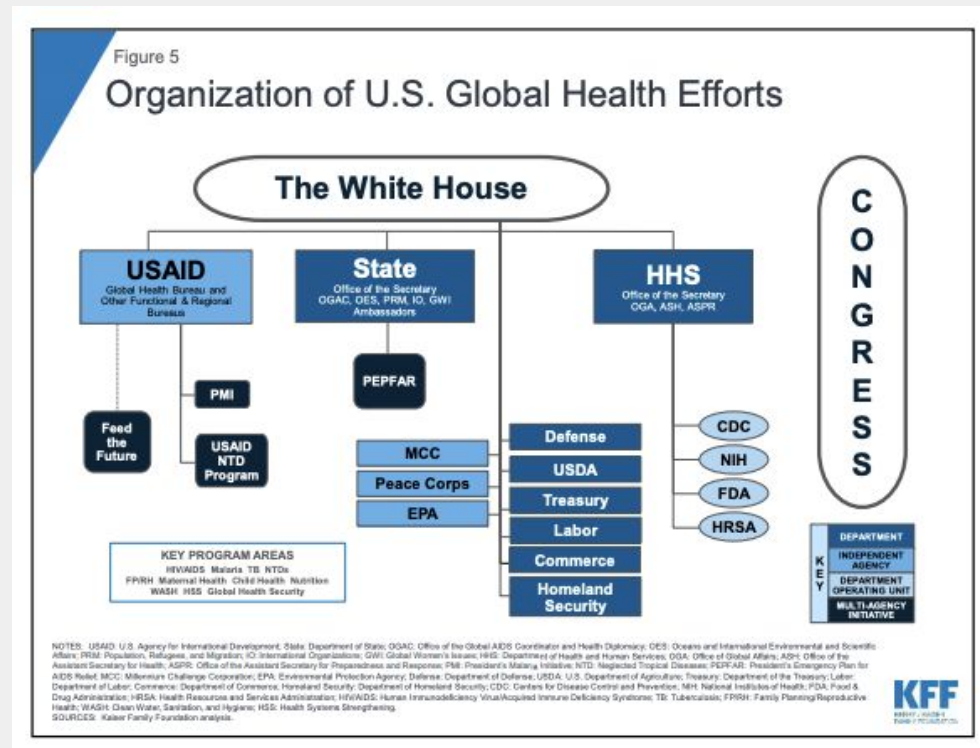
[USG-GH Maternal and Child Health](#)

[USG-GH Tuberculosis](#)

[USG-GH Neglected and Tropical Dis.](#)

[USG-GH GFATM](#)

[USG-GH PEPFAR](#)





## Members, 116th Congress [\[ edit \]](#)

*Main article: 116th United States Congress*

Majority	Minority
<ul style="list-style-type: none"><li>• <a href="#">Jim Risch</a>, Idaho, <i>Chairman</i></li><li>• <a href="#">Marco Rubio</a>, Florida</li><li>• <a href="#">Ron Johnson</a>, Wisconsin</li><li>• <a href="#">Cory Gardner</a>, Colorado</li><li>• <a href="#">Todd Young</a>, Indiana</li><li>• <a href="#">John Barrasso</a>, Wyoming</li><li>• <a href="#">Johnny Isakson</a>, Georgia (until January 2020)</li><li>• <a href="#">Rob Portman</a>, Ohio</li><li>• <a href="#">Rand Paul</a>, Kentucky</li><li>• <a href="#">Lindsey Graham</a>, South Carolina</li><li>• <a href="#">Mitt Romney</a>, Utah</li><li>• <a href="#">Ted Cruz</a>, Texas</li><li>• <a href="#">David Perdue</a>, Georgia (from January 2020)</li></ul>	<ul style="list-style-type: none"><li>• <a href="#">Bob Menendez</a>, New Jersey, <i>Ranking Member</i></li><li>• <a href="#">Ben Cardin</a>, Maryland</li><li>• <a href="#">Jeanne Shaheen</a>, New Hampshire</li><li>• <a href="#">Chris Coons</a>, Delaware</li><li>• <a href="#">Tom Udall</a>, New Mexico</li><li>• <a href="#">Chris Murphy</a>, Connecticut</li><li>• <a href="#">Tim Kaine</a>, Virginia</li><li>• <a href="#">Ed Markey</a>, Massachusetts</li><li>• <a href="#">Jeff Merkley</a>, Oregon</li><li>• <a href="#">Cory Booker</a>, New Jersey</li></ul>



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Twelve appropriations subcommittees in the **House** and twelve appropriations subcommittees in the **Senate** hold public hearings and **prepare appropriations bills**. Discretionary spending limits are set by the budget resolution, which also constrains tax or entitlement bills.





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## *your questions banked for future webinars*

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1. *How to move legislation*
2. *How to connect with legislators*
3. *What's easy to do re: advocacy*
4. *Targeting members; committees and who's in control*
5. *Ways to follow-up w MoCs*
6. *Timing of asks*
7. *Keeping up with what's going on*
8. *Looking up legislation online*





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## Resources

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- Example slides: advocacy leads [Week 1](#)
- last year's advo explainers:  
<http://bit.ly/pihecampaigns>
- [vincentlin29@gmail.com](mailto:vincentlin29@gmail.com)



# The US Congress and Global Health: A Primer

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1.

## Form Steering Committees

Four steering committees are created, one for each party in each chamber. Each has its own unique structure that is determined by party rules, and the parties frequently make small changes. Some steering members are directly chosen by floor leadership. Some are automatically elevated because of their position as a party or committee leader, such as the deputy whips. Other steering members are elected by rank-and-file members to serve as regional representatives.

2.

## Deliberation and Voting

Steering committees formed for several weeks, the steering committee members debate how they will assign spots on the legislative committees. During this time, colleagues will lobby them for desirable assignments. Steering committee members eventually reach consensus on the assignment list and vote to finalize them.



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3.

## Final Votes & Approval

Once the steering committee has made its recommendations, the party caucus as a whole will vote to approve. Then, the entire chamber will vote to approve both parties' lists. These votes are largely a formality, since the steering committee recommendations are always accepted.

Source: Casey Botticello of  
Black Edge Consulting

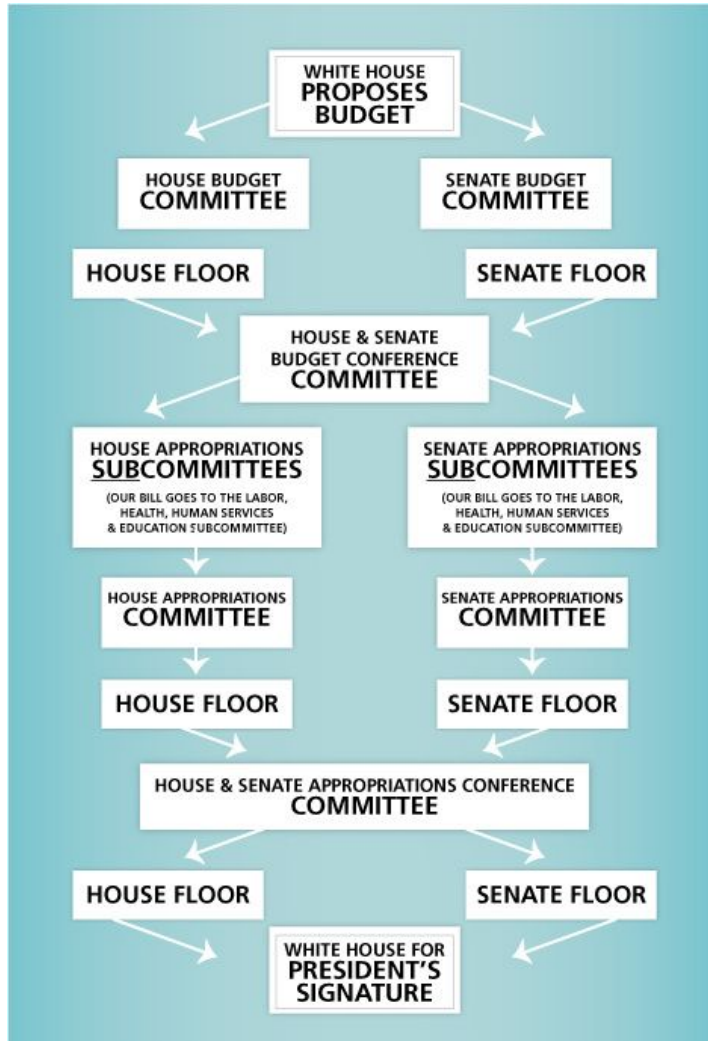
# Appropriations Cycle

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- **January:** Annual appropriations process begins for the next Fiscal Year (October 1 - September 30)
- **All year, and especially from January-June:** Build support through calls, letters, meetings, and media on key issues
- **March-April:** Ask members to sign Dear Colleague Sign-On Letters “wish-list letters” that are submitted to State and Foreign Operations Appropriations Subcommittees (March in the House, April in the Senate)
- **March-April:** Get members to attend hearings on key issues in the House Foreign Affairs Committee, Senate Foreign Relations Committee, and House and Senate Appropriations Committees
- **May-June:** Key appropriations markups and votes in subcommittees
- **September-October:** Appropriations negotiations between House and Senate leadership and White House ahead of the final budget. If Congress and the President do not agree on a budget in time, Congress must pass a “continuing resolution” to extend the deadline, otherwise the government is “shutdown,” closing/furloughing non-essential programs and federal employees.



# Appropriations Cycle



[Quick Guide to the U.S. Appropriations Process](#)

# The Federal Budgeting and Appropriations Process



## Regular Appropriations (Budget Authority)

Subcommittee	FY 2015 Appropriation	FY 2016 House 302(b)
<i>Agriculture</i>	<i>\$20.6 billion</i>	<i>\$20.7 billion</i>
<i>Commerce, Justice, Science</i>	<i>\$50.1 billion</i>	<i>\$51.4 billion</i>
<i>Defense</i>	<i>\$490.2 billion</i>	<i>\$490.2 billion</i>
<i>Energy and Water</i>	<i>\$34.2 billion</i>	<i>\$35.4 billion</i>
<i>Financial Services and General Government</i>	<i>\$21.8 billion</i>	<i>\$20.2 billion</i>
<i>Homeland Security</i>	<i>\$39.7 billion</i>	<i>\$39.3 billion</i>
<i>Interior and Environment</i>	<i>\$30.4 billion</i>	<i>\$30.2 billion</i>
<i>Labor, HHS, Education</i>	<i>\$156.8 billion</i>	<i>\$153.1 billion</i>
<i>Legislative Branch</i>	<i>\$4.3 billion</i>	<i>\$4.3 billion</i>
<i>Military Construction and VA</i>	<i>\$71.8 billion</i>	<i>\$76.1 billion</i>
<i>State, Foreign Operations</i>	<i>\$40.0 billion</i>	<i>\$40.5 billion</i>
<i>Transportation, HUD</i>	<i>\$53.8 billion</i>	<i>\$55.3 billion</i>
<b>TOTAL</b>	<b>\$1.014 trillion</b>	<b>\$1.017 trillion</b>



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# Dear Colleague Letters

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Starting in February and continuing into late March or early April, SFOPs will hold hearings, take input from advocates, and, most critically, receive “wish list letters” or **“Dear Colleague Letters”** from members of Congress. The Chair (majority party leader) and Ranking Member (minority party leader) of SFOPs will consider input from their subcommittee members and from all members of Congress. PIH Engage advocates will meet with or write to their members of Congress, urging them sign onto these Dear Colleague Letters before mid-April.





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# “Champions Scale” Tool

**full tool:** [Training Session: Champions Tool, Language Recognition](#)

<b>Level Name, Objectives</b>	<b>Determining Their Level – They Might Say:</b>	<b>Moving Them to the Next Level:</b>
<p><b><u>Level: -1 Opponent</u></b></p> <p><b>Objectives at This Level:</b></p> <ul style="list-style-type: none"> <li><input type="checkbox"/> Weaken their opposition; move them toward neutral.</li> <li><input type="checkbox"/> Find common ground between your point of view and theirs.</li> <li><input type="checkbox"/> Educate MoC on issues in way he/she can relate to.</li> </ul>	<ul style="list-style-type: none"> <li><input type="checkbox"/> "I can't meet with your group."</li> <li><input type="checkbox"/> "I won't/can't support this."</li> <li><input type="checkbox"/> "It's not a problem"</li> <li><input type="checkbox"/> "Your solution will not fix this."</li> <li><input type="checkbox"/> "My constituents will not support this."</li> <li><input type="checkbox"/> "We don't have money for that, it's not a priority."</li> </ul>	<ul style="list-style-type: none"> <li><input type="checkbox"/> Get the ear of the key aide first</li> <li><input type="checkbox"/> Share stories (DVD, spoken word) with MoCs and aides that leave them moved on the issues.</li> <li><input type="checkbox"/> Research MoC's interests and background to find ways to show how RESULTS aligns w/their interests. Use his/her website and other sources.</li> <li><input type="checkbox"/> Find foothold with one issue, or one aspect of one issue.</li> <li><input type="checkbox"/> Be persistent about getting in front of MoC in meetings and public gatherings.</li> </ul>

<b>Level Name, Objectives</b>	<b>Determining Their Level – They Might Say:</b>	<b>Moving Them to the Next Level:</b>
<p><b><u>Level: 2 Advocate</u></b></p> <p><b>Objectives at This Level:</b> <input type="checkbox"/></p> <ul style="list-style-type: none"> <li><input type="checkbox"/> Encourage MoC to consider taking individualized actions that go beyond the basics and demonstrate leadership.</li> <li><input type="checkbox"/> Help MoC find and deliver on his/her passion around one or more issues.</li> </ul>	<ul style="list-style-type: none"> <li><input type="checkbox"/> "I will talk to my colleagues &amp; leadership and urge them to support this."</li> <li><input type="checkbox"/> "I might be willing to write an oped on this."</li> <li><input type="checkbox"/> "I would sign on to a letter supporting this and engage others."</li> <li><input type="checkbox"/> "People in our community should know about this. "</li> </ul>	<ul style="list-style-type: none"> <li><input type="checkbox"/> Ask MoC to talk and/or write to leadership and report back.</li> <li><input type="checkbox"/> Let MoC know he/she has support of entire organization (staff &amp; network) when leading.</li> <li><input type="checkbox"/> Encourage member to join key committees.</li> <li><input type="checkbox"/> Hold regular phone meetings with key DC aide(s) every 1-2 months.</li> <li><input type="checkbox"/> Be persistent about getting in front of MoC in meetings and public gatherings.</li> <li><input type="checkbox"/> Provide regular positive feedback on MoC's action via letters, events, and media.</li> <li><input type="checkbox"/> Look for opportunities to put MoC in contact with people affected by the issues including encouraging MoC to visit projects on the ground that address our issues..</li> <li><input type="checkbox"/> Demonstrate community support for his/her actions.</li> <li><input type="checkbox"/> Offer to organize public events with the MoC (forums, radio, TV, etc).</li> <li><input type="checkbox"/> Get member to sign on to 2 or more opeds per year.</li> <li><input type="checkbox"/> Ask member to speak on conference call, IC.</li> <li><input type="checkbox"/> Ask a colleague in MoC's state, caucus, interest group to join him/her in taking an action.</li> <li><input type="checkbox"/> Ask the MoC to initiate their own "Dear Colleague" letter.</li> </ul>

<b>Level Name, Objectives</b>	<b>Determining Their Level – They Might Say:</b>	<b>Moving Them to the Next Level:</b>
<p><b><u>Level: 4 Champion</u></b></p> <p><b>Objectives at This Level:</b></p> <ul style="list-style-type: none"> <li><input type="checkbox"/> Inquire on creating new legislative initiatives.</li> <li><input type="checkbox"/> Help MoC see that his/her efforts as a Champion are worth while.</li> </ul>	<ul style="list-style-type: none"> <li><input type="checkbox"/> "I will build the support and visibility needed to make sure this passes."</li> <li><input type="checkbox"/> "I will walk this around the floor and make sure it happens."</li> <li><input type="checkbox"/> "Can I count on the full support of your organization on this?"</li> <li><input type="checkbox"/> "What do we need to do to make this happen?"</li> </ul>	<ul style="list-style-type: none"> <li><input type="checkbox"/> Ask MoC to author and shepherd legislation through.</li> <li><input type="checkbox"/> Enlist RESULTS staff &amp; grassroots in achieving what MoC has set out to achieve.</li> <li><input type="checkbox"/> Ask MoC to talk and/or write to leadership and report back.</li> <li><input type="checkbox"/> Let MoC know he/she has support of entire organization (staff &amp; network) when leading.</li> <li><input type="checkbox"/> Encourage member to join key committees.</li> <li><input type="checkbox"/> Hold regular meetings with key DC aide(s) every 1-2 months.</li> <li><input type="checkbox"/> Be persistent about getting in front of MoC in meetings and public gatherings.</li> <li><input type="checkbox"/> Provide regular positive feedback on MoC's action via letters, events, and media.</li> <li><input type="checkbox"/> Look for opportunities to put MoC in contact with people affected by the issues.</li> <li><input type="checkbox"/> Demonstrate community support for his/her actions.</li> <li><input type="checkbox"/> Offer to sit on their community advisory panels and to provide other input.</li> <li><input type="checkbox"/> Offer to organize public events with the MoC (forums, radio, TV, etc).</li> <li><input type="checkbox"/> Get member to draft or sign on to 4 or more opeds per year.</li> <li><input type="checkbox"/> Ask member to speak on conference call, IC.</li> <li><input type="checkbox"/> Ask MoC to initiate a sign-on letter on an issue.</li> <li><input type="checkbox"/> Ask MoC to hold a briefing or hearing on an issue working with our DC staff.</li> </ul>