



## TIPS AND TALKING POINTS FOR PHOTO DELIVERIES

### ***Guide to a successful lobby meeting with your officials***

See more info here: <http://www.350.org/photodelivery>

#### **Sample Questions/talking points for your Meeting**

*These largely depend on who you are meeting with - what level the official is at, whether they are a climate change champion or villain, etc. - so please tweak. Feel free to ask more questions about what is happening locally, or more details about his/her national position on climate change. Remember - the official acts on behalf of you and all citizens, so you deserve to have this meeting, tell them what you are doing, hear from them, and hold them accountable!*

\* A few weeks ago, citizens in your city/country/community took part in the 350.org international day of climate change action -- the most widespread political demonstration in history according to CNN. In 181 countries, more than 5000 events took place on the same day, all calling for the same goal: 350ppm CO<sub>2</sub>, the safe level of carbon dioxide for our atmosphere, and for a strong and equitable deal in Copenhagen. Civil society is taking the lead everywhere - here in [your city], we spent the day [planting trees/holding a rally/ringing our church bells/etc.]. What are you and the government doing to combat climate change?

\* The latest scientific reports from climate scientist James Hansen of NASA, that have been affirmed by Rajendra Pachauri of the IPCC, have found that the acceptable level of greenhouse gases in the atmosphere is 350 parts per million CO<sub>2</sub> to preserve a planet "similar to that on which human civilization developed". Do you/does your government have a formal position on long term emissions reductions?

\* Over 89 delegations at the UNFCCC support 40% emissions cuts by 2020 and a 350ppm CO<sub>2</sub> target. Do you/does your government have a position on short term emissions targets, for the year 2020 or 2050?

#### **Tips for meeting with officials**

1. Find your officials' contact information.

Contact information for UNFCCC Focal Points by country:  
[http://unfccc.int/parties\\_and\\_observers/parties/items/2352.php](http://unfccc.int/parties_and_observers/parties/items/2352.php)

In the US, you can find Senators and Representatives here: <http://www.congressmerge.com/onlinedb/index.htm>

Europe (MEPs):  
<http://www.europarl.europa.eu/members/public/geoSearch.do;jsessionid=5026169A4A87095903D28A1470BF217F.node1>

Everywhere else: [http://www.google.com/Top/Society/Government/Parliaments\\_and\\_Legislatures/](http://www.google.com/Top/Society/Government/Parliaments_and_Legislatures/)

**2. Bring your people.** Power in numbers is important, but more than four to five people in an office may be hard to manage. Try to recruit people with a variety of interests and backgrounds to articulate the diversity of the movement. Meet with your team beforehand to plan your approach.

**3. Schedule the meeting.** Call your official or his/her office, and ask to speak to the scheduler. Make these calls as soon as possible, because politicians' schedules fill up quickly! Suggest specific dates and times for your meeting, and be sure to mention that you'd like to speak about climate change. Make sure to confirm your meeting officially by sending a letter with the request and following up to make sure it was received.

**4. Get informed.** Read the briefing papers and factsheets we've provided for you here, and share these materials with anyone visiting the office with you. Take some time to plan out the meeting in terms of who introduces the conversation, who covers certain topics, what talking points you agree upon, etc.

**5. Show up.** When you arrive at the office or house, tell the receptionist that you have a confirmed meeting. Be sure to be on time, and be courteous!

**6. Say thank you.** Thank the official for taking the time to meet with you. Be sure to also thank the official if he/she has shown leadership on climate change in the past.

**7. Be yourself and keep it simple.** You are the best advocate for why the official should take bold action on climate change. Take a moment to introduce yourself to your elected official or his/her staff. Briefly tell your personal story and let them know why you care about climate change. Be concise, but allow time for social conversation so that you make a personal connection and start building a relationship.

**8. Be persuasive and positive.** Present your views on climate change, and use specific facts to back your assertions up. Ask about your official's specific positions on climate. If the official or his/her staffperson have questions, answer them as directly as possible, and if there are points of disagreement, be respectful and willing to listen. It is perfectly acceptable to say that you do not know the answer to a question – be confident and tell them you'll get back to them later. Never make up an answer, as that can damage your credibility!

**9. Ask for support.** Ask if your member will sign the pledge to support the steps needed to get to 350ppm. You may not get an immediate answer, but it is important to be clear and direct about the purpose of your meeting.

**10. Report back.** Get a sense of where the official stands on the issue. Consider taking a picture with your elected official and his/her staff and e-mailing it to us with a brief description of what happened at the meeting at [organizers@350.org](mailto:organizers@350.org).

**11. Follow up.** Thank the official or the staffperson for meeting with you, and be sure to exchange contact information. Send a thank you letter to the official and the staffperson to reiterate your position on the issues and provide any additional information if necessary, and continue to check in with the office on an ongoing basis. Keeping this relationship going will build your power and lay the groundwork for future conversation and action.