Before the Call

Find Your Representative
- Decide which elected official you need to meet with. If you’re pushing for a
  - City level initiative: Mayor
  - State-wide initiative: Governor
  - Federal initiative: State Senators or your District House Representative

Gather Information
- Based on which elected official suits your cause, do some research on them.
- What are their main areas of interest? Is child nutrition or early childhood development one of them?
- Are they likely to support your initiative?
- If they aren't likely to support your initiative, do they have an area of interest that may overlap with yours?

Determine what your ONE ask will be. An elected official is more likely to support a single initiative rather than multiple at once. Be precise: what feasible action are you asking your elected official to take?

Prepare and Review Your Talking Points

Set Aside Time to Make the Call
- Find their office phone number, which can typically be found on their websites.
- Use the Phone Call Template on Page 2 below

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“Hello [elected official title and last name], my name is______, I am a CACFP [sponsor or provider] and one of your constituents.”

“I would like to discuss [the bill/issue]. Have you heard about this before?”

If yes, great! Explain why it's important to their constituents.

If no, explain what the bill or issue is and why it's important to their constituents.

Give them time to respond or ask questions. Listen. Ask them what their stance is on the issue/bill.

If their stance is similar to yours, simply state that you share their position.

If their stance is different from yours, make sure not to antagonize them. But follow up with:
- Your position/perspective
- Supporting evidence
- How this will impact their constituents

Give them time to respond or ask questions. Listen.

If they seem to have a positive reaction to your conversation, ask them for a commitment (show support, vote for your position, spread awareness, etc.).

Thank for their commitment and ask about next steps. Let them know you will send them any additional information they have requested and help in any way you can.

If they seem to have a negative reaction to your conversation, thank them for their time and ask if you can provide any additional information.

Thank them for their time. Ask if you can provide any additional information for them.

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After the Call

Be sure to send a follow-up email that:

a. Provides links to information you discussed on the call. You may also want to send over a CACFP Fact Sheet.

b. Any additional information the official asked for.

c. Include your ask again.
   - Either thanking them if they agreed on the phone,
   - or reiterating your ask if they didn't make a commitment over the phone.

DON'T FORGET TO FOLLOW UP!