USE YOUR VOICE TO SHAPE THE FUTURE

Role Play Activity: Overcoming Objections

<table>
<tr><td>Time: 15 minutes
Objective: Participants will practice utilizing the power of storytelling as a Student Advocate supporting State Need Grants.</td><td>Let participants know what to expect in this exercise.</td></tr>
<tr><td>Meeting Talking Points
1. Thank you for the continued support of the WA College Grant last year; it really made a difference for students like us.
2. We are here to discuss our experiences with WA College Grant and ask that you please support fully funding WA College Grant now.
3. Here is why this program is important to me and other students like me:
● Share your story with examples of why this program matters to you
● What would you do if you did not have the WA College Grant?
4. Thank you so much for your time. Please support fully funding the WA College Grant now.</td><td>Provide talking points that address your mission.</td></tr>
<tr><td><table><tr><th>If they say:</th><th>We say:</th></tr><tr><td>“Would you want a tuition decrease/freeze or would you like the state legislature to increase funding to the WA College Grant?”</td><td>“We can’t say we choose one over the other. Both funding the WA Grant and reducing the overall costs of attendance increases the affordability and access of our higher education institutions.”</td></tr><tr><td>“Where do you suggest that we get the funds to fill this gap?”</td><td>“We know that the legislature has a lot of other legislative priorities that require funding. We are here to make the case for a more affordable system of higher education, and we think the WA Grant is a great way to achieve that goal.”</td></tr></table></td><td>Have them practice overcoming objections.</td></tr>
<tr><td>• Legislators care about the workforce. Learn more about Washington’s education attainment goals at https://www.partnership4learning.org/
• In order to meet Washington’s education attainment goals, there needs to be increased access and affordability to our postsecondary institutions.
• By 2030, of adults ages 25-44 in Washington, 70% will need to have post-secondary credentials.</td><td>Provide informational resources and data that support your goals.</td></tr>
<tr><td>“Give legislators a taste of what it would look like to fully fund [WA College Grant]. Paint a picture with your words when talking with legislators…Take your blank canvas, outline your image [experience] in charcoal, then start to add color by filling in what it has meant to you—or share the color of someone else’s experience. Then show them what this picture could look like if it was fully done hanging on their wall; a symbol of what they’ve done, of what they’ve accomplished for students.” –Rep. Melanie Stambaugh (R-Puyallup)</td><td>Give them examples of what the conversation sounds like and then have participants write out their scripts. Take turns practicing the conversations until everyone is comfortable.</td></tr>
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