

Agenda – June 20, 2019
Palouse Citizens' Climate Lobby
5:30-7:00pm, Umpqua Bank, Pullman

Introductions

Additions to the Agenda

Review of Minutes

Announcements

Yale Climate Connections spots begin on NWPB, probably 6:58 PM on weekdays

Reports: _____ The 2019 CCL International Conference and Lobby Day

CCL—Palouse Business

- Continuing Moscow Farmers' Market tabling. Other opportunities?
- EICDA Endorsements
- Support/Strategize youth action

National CCL Monthly Call Professor Shi-Ling Hsu, author of *The Case for a Carbon Tax: Getting Past our hang-ups to Effective Climate Policy* <https://citizensclimatelobby.org/monthly-speakers/>

National CCL Action:

- plan a summer social event
- Fourth of July LTEs
- Consider citing the [U.S. Chamber's first ever climate statement](#) that concludes, "Inaction is not an option." Then share your letter with your local Chamber to engage them in a climate discussion.

Next Meeting: Thursday July 18, 5:30-7 at the 1912 Center in Moscow

EXERCISE: Reframing to Handle Objections

Steve Levin

Reframing Skills – Proposing a fresh perspective

Example A:

Cartoon 1 – Guy marooned on tiny island sees a small boat in the distance. His thought: “Boat!”

Cartoon 2 – Guy in small boat sees a tiny island. His thought: “Land!”

After 30 minutes of reframing training, these two guys could come up with new perspective they share: “Companionship!”.

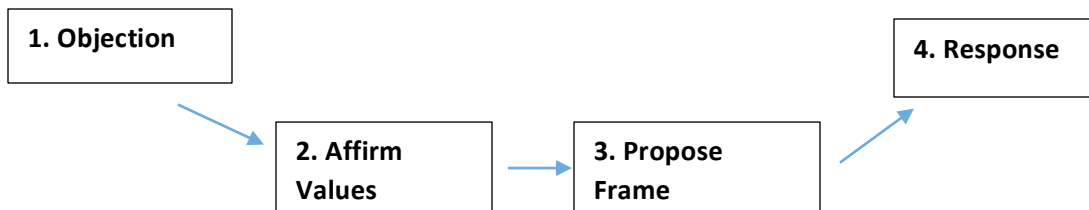
Example B:

Group 1: “Ban all abortions!”

Group 2: “Make all abortions legal!”

If groups listen deeply to each other, they can find shared perspective to work on together: “Prevent unwanted pregnancies.”

Reframing Steps



1. Objection raised by speaker.

Listen more deeply to discover values of speaker.

2. Join speaker where you sincerely can. Affirm values. Use their energy and your empathy.

“Yes! You really value accountability. I think accountability is extremely important, too.” (Saying “Yes!” to someone actually lowers their blood pressure, calms them, keeps them engaged.)

3. Propose a better frame. Explore rather than explain. Base exploration on shared value, point to the future.

“What can we do to be sure that we have accountability?”

4. Respond within the new frame.

“Fortunately, our CFD plan What do you think about that?”