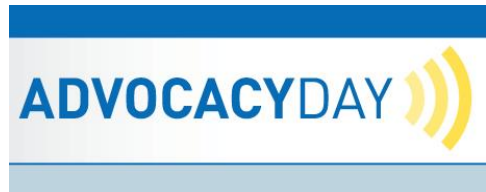


Cheat Sheet



Steps to a Successful Meeting on Capitol Hill

1. Opening

- Personal introductions
- Explain NAFSA

2. Transition to issue #1

- Use your data, stats, and talking points

3. Personal stories to support your issue

4. Making the ask

---Repeat steps 2-4 for issue #2---

5. Thank you and follow up!

1. Opening

- a. Personal introductions and exchange business cards
- b. Explain NAFSA
 - i. I am an international educator and I am here today with NAFSA. With more than 10,000 members, NAFSA: Association of International Educators is the world's largest and most comprehensive nonprofit professional association dedicated to international education.
 - ii. Most of our members work within higher education. We serve in a variety of roles from supporting international students or scholars, teaching English as a second language, facilitating American students going abroad, internationalizing the curriculum, and leading internationalization on campus.
 - iii. Together we advocate for policies that will lead to a more globally informed, welcoming, and engaged United States.
 - iv. International education is important to us because students need these experiences in order to succeed in today's global economy. And collectively, these global learning experiences lead to a more interconnected, peaceful, and prosperous world.
- c. Make personal connection with the staffer. Ask questions:
 - i. Did you study abroad?
 - ii. Where are you from? (Do they have connections to your state or district? Do they have connections to your institution?)

2. Transition to Issue #1: International Students

- a. Talking points:
 - i. In 2017, we saw a 6.6% DECLINE IN NEW INTERNATIONAL STUDENT ENROLLMENT, which is double the decrease from the previous year. This is the biggest drop in enrollment since 9/11.
 - ii. International students, scholars, and their families bring significant ACADEMIC, CULTURAL, and ECONOMIC benefits to the United States.
 - iii. International students contributed \$39 BILLION and supported MORE THAN 455,000 JOBS during the last academic year.
 - iv. *(Reference Say What? document for additional talking points.)*
- b. Economic data:
 - i. **SENATE:** International students contribute \$_____ and _____ jobs to our **state**.
 - ii. **HOUSE:** International students contribute \$_____ and _____ jobs to our **district**.
 - iii. *(Find data at www.nafsa.org/economicvalue or in the congressional directory in the app.)*

3. Personal stories to support your issue

- a. Let me tell you about an international student or scholar who...
 - i. ...started a business and/or created U.S. jobs
 - ii. ...brings academic and cultural value to our institution
 - iii. ...advances research
 - iv. ...improves our local community
 - v. ...or another success story!
- b. I've heard student reactions to anti-immigrant rhetoric and policies and.....

4. Making the Ask

We have 3 asks for international students and scholars:

- a. **SENATE:** Ask if the Senator is willing to **tweet** about the benefits that international students bring to **your state** on Wednesday, April 3.
HOUSE: Ask if the Representative is willing to **tweet** about benefits that international students bring to **your district** on Wednesday, April 3.
- b. Ask if the Senator or Representative is willing to make a **floor statement** on Wednesday, April 17 on the importance of international students and scholars to our colleges and universities, to our communities, and to our nation.
- c. Ask if the Senator or Representative **can support legislation** and **congressional oversight** that removes barriers to international students and scholars studying, working, and living in the United States.

(REPEAT STEPS 2-4)

2. Transition to Issue #2: Senator Paul Simon Study Abroad Program Act

- a. Talking points
 - i. Did you know that LESS THAN 2% of college students study abroad each year?

- ii. Study abroad provides students with the GLOBAL SKILLS, KNOWLEDGE, and EXPERIENCES necessary to COMPETE IN TODAY'S WORKFORCE.
- iii. The SIMON BILL has FOUR KEY GOALS:
 - 1. BOOSTING STUDY ABROAD PARTICIPATION,
 - 2. EXPANDING DIVERSITY OF PARTICIPANTS,
 - 3. INCREASING STUDY IN NON-TRADITIONAL LOCATIONS, and
 - 4. ENSURING GREATER COMMITMENT BY INSTITUTIONS TO EXPAND STUDY ABROAD OPPORTUNITIES.
- iv. (*Reference Say What? document for additional talking points.*)

3. Personal stories to support your issue

- a. Study abroad helps my students thrive in their studies and careers...
- b. Having the opportunity to apply for a federal study abroad grant would allow our institution/students to...
- c. The challenges my students currently face are...
- d. Let me tell you the success story of one student who studied abroad from our institution. More students should have this opportunity...

4. Making the ask

- a. **Original Sponsors:**
 - SENATE:** Thank Senators Dick Durbin (D-IL) or Roger Wicker (R-MS) for their commitment to reintroduce the Simon bill. Ask how you can work together to get the bill introduced soon and move it forward.
 - HOUSE:** Thank Representative Cheri Bustos (D-IL-17) for her commitment to introduce the Simon bill. Ask how you can work together to get the bill introduced soon and move it forward.
- b. **All other Senators and Representatives:** Ask them to be *original cosponsors* of the Senator Paul Simon Study Abroad Program Act when it is introduced in Congress.

5. Thank you and follow up!

- a. Thank the staffers for their time at the end of your meeting.
- b. After your meeting (by **Friday, March 22**):
 - i. Send a thank you email to the staffers (*see sample email in app*).
 - ii. Complete the online event evaluation and congressional meeting feedback form (*see link to form in app*).
- c. **Wednesday, April 3:** Mark your calendars for a tweet storm!
- d. **Wednesday, April 17:** Mark your calendars for floor statements!
- e. Brainstorm ideas on how to keep in touch with staffers **throughout the year**:
 - i. Follow up on your asks.
 - ii. Share relevant news articles.
 - iii. Invite them to your institution (check with your federal relations officer first; see www.connectingourworld.org/toolkits for more tips).
 - iv. Schedule a local in-district visit (see www.connectingourworld.org/toolkits for tips).