



### Starting the Conversation



Depending on the political climate & publicly-held stigmas, different avenues may be more appropriate than others

- a. Example: If the larger decision-making bodies are not to the point of agreeing on crucial aspects regarding hemp cultivation, a campaign to influence both public opinion and decision-makers at different levels could be considered
  - i. Relationship cultivation
- b. The internet and social media are good tools, and to respect them means to only put out objective, relevant and evidence-based resources that can guide to better decisions/laws
- c. Infographics, research, print ads, radio and TV time, media coverage of events, flyers, exhibits and health or environment activities, holding community forums bring about AWARENESS

# Introducing People to Opportunities & Challenges

### **Realities**

- 1. Change can be scary
- 2. Uncertainty is uncomfortable
- 3. New and exciting is stressful

### Challenges

- 1. Ego and personal profit
- 2. Logistical and workforce barriers
- 3. Bureaucratic systems
- 4. Apathy and complacency with status quo

### **Facts**

- 1. Adapting is a lifelong process and change means opportunities for growth
- 2. Growth and leadership happen outside people's comfort zones
- 3. Consistent communication and transparency provide vision



- 1. Keeping lists of companies and contacts in a format that's accessible goes a long way in engaging partners and supporters.
- 2. Categorizing areas can make it easier:
  - a. Equipment: planting, harvesting, processing, storage, extraction, etc.
  - b. End users: textiles and fabric, food services for seed, orgs for oil, fibre and construction, biocomposites manufacturers
  - c. Investors: supportive orgs and individuals
- 3. Attending conferences and events that offer exposure to large amount of people, the sharing of ideas, solutions and lessons learned from failures are highly beneficial.
- 4. No conversation is unimportant and a main goal must be improving situations for others

### Your Elected Officials Need to Hear from You!

- Face-to-Face Meeting
- Write a Letter Have someone proofread it
- Send an Email
- Make a Telephone Call
- Post a note to the Legislator's Facebook or Twitter page
- Attend town hall meetings and in-district coffees (they're listed in your local newspaper)

## Effective Communication When Talking or Writing to Your Elected Official

- Share a personal story (i.e., my mouth hurts when I eat, I don't like my smile, etc.)
- Keep the message simple and direct, but also tell them how you feel about it
- Tell the legislator what you know about the topic

### Written

- Personalize your letter tell your story
- Make sure to include your home address and telephone number
- Invite the legislator to contact you to talk more about the issue



