Connect

 List the people within your scenario with whom you must establish and maintain a connection?

 What are some steps you could take to make a connection and build rapport?

Understand

Write a clear, concise advocacy goal.



shat's in it for Mes



Persuasive Argument

- Construct a 3-5 minute argument (15 minutes)
- Your target audience is your key player
- Remember the WIIFM

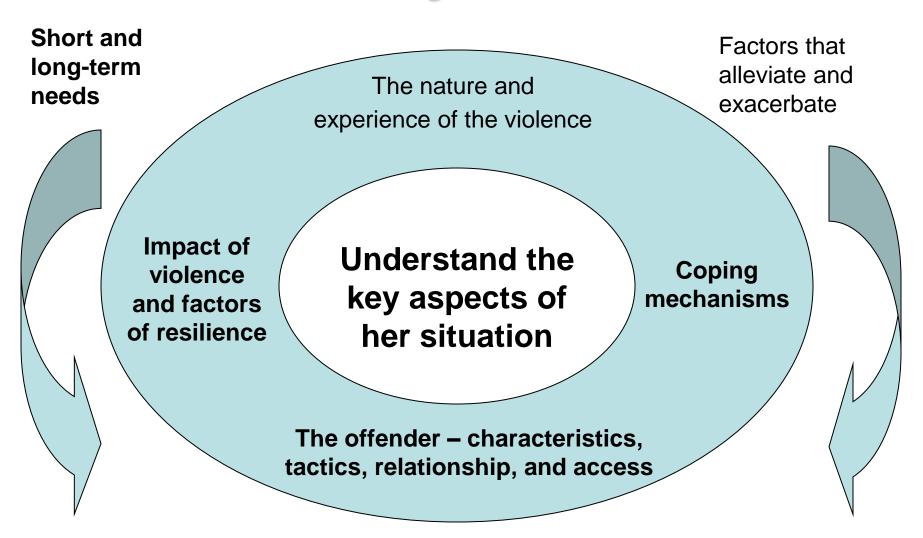
You will have 5 minutes to make your argument to the class.

Yuri's Story: Connect



What are some things you learned about Yuri that could help you connect with her and begin to build rapport?

Yuri's Story: Understand



What she wants

Analyze: Yuri's Story

Identify Yuri's four primary areas of need.

- 1. Joe
- 2. Criminal justice case
- 3. Ongoing life on campus
- 4. Her family and friends

Strategize: Yuri's Story

- Select one of Yuri's four primary needs.
- Identify a problem.
- Work with your table group to write a goal for advocacy for one.

Yuri's Story: Action Plan

- Design a step-by-step course of action.
- •With whom would you need to include and collaborate?

