

Developing a Funding Strategy for Your Tribal Vulnerability Assessments and Climate Adaptation Plans

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SOUTH CENTRAL
CLIMATE SCIENCE CENTER



My Position:

- Facilitate building relationships between tribes and the South Central Climate Science Center (i.e. OK, TX, NM, and LA)
- Matchmaking tribal staff and climate researchers
- Aiding in the translation and communication of climate science to tribal officials and staff
- Building tribal capacity and providing training for tribal staff for vulnerability assessments and climate adaptation planning
- Building capacity in the next generation of tribal staff and promoting native scientist in the climate related fields



<http://www.southcentralclimate.org/index.php/pages/calendar#298>

Workshop Packet

Workshop Packet: What's Inside

Topic Areas:

- ▶ Title Page & Agenda
- ▶ Checklist
- ▶ Notes Pages
- ▶ Elevator Speech
- ▶ Reflection Activity
- ▶ Follow Up Questions
- ▶ Evaluation

Page Numbers:

- ▶ Page 1
- ▶ Page 2
- ▶ Pages 3 & 4
- ▶ Page 5
- ▶ Pages 5 & 6
- ▶ Page 6
- ▶ Pages 7 & 8



Elevator Speech (Me Speech)

Elevator Speech: Goals

- ▶ **Introduce yourself & your organization**
 - ▶ Make a great first impression
- ▶ **Tell them your goals and/or needs**
 - ▶ Looking for funding, a scientist, a program officer, etc.
- ▶ **Make a new contact**
 - ▶ Get their business card
 - ▶ Arrange a meeting if possible

Elevator Speech: Tips

▶ Things to Avoid:

- ▶ Acronyms and jargon
- ▶ Sounding rehearsed
- ▶ Rambling
- ▶ Only focusing on yourself
- ▶ Rushing through the speech
- ▶ Being afraid to change your speech

▶ Things to Do:

- ▶ Be genuine
- ▶ Project your passion
- ▶ Be confident
- ▶ Maintain eye contact
- ▶ Be a good listener
- ▶ PRACTICE

Elevator Speech: Example

- ▶ **Introduction:** Hello, my name is Aaron Fournier and I am an intern at the South Central Climate Science Center.
- ▶ **Mission Statement:** *Our goal* is to provide *decision makers* with the science, tools, and information they need to address the *impacts* of climate variability and change on their areas of responsibility.
- ▶ **Your Goal:** We are currently developing a strategy to apply for an EPA Environmental Education RFP that will be released at the end of this year.
 - ▶ **Option A:** I know that you have done extensive work with the EPA. Could you recommend any organizations that might partner with us on such a grant?
 - ▶ **Option B:** You mentioned that your field of study is Climate Adaptation. I think you would make a great addition to our team. Would you be interested in learning more about our project and potentially collaborating with us?
- ▶ **Conclusion:** John, it was a pleasure speaking with you and thank you for your time. Could I get your contact info so that we can reconvene at a later date?