

# meeting parliamentarians

## what to listen for & how to respond



results

*"My first meeting with a Member of Parliament (MP) was a unique experience. My group and I were well prepared to explain the topic but, later, I realized the MP subtly disagreed with us despite his positive demeanor. I wish I had asked him more questions and found a more productive angle of discussion." – Results volunteer, 2022*

Take the time to listen actively during your meeting and use this knowledge to learn how you can make your follow-up communication the most impactful!

### listen for what **motivates** their work

Pay attention if there's a certain area of the conversation where their ears perk up or they speak more passionately. Steer your conversation in this direction to get their support or clarify their position. Do your best to be an active listener to determine the areas that they really care about.

**For example:** *"I agree with what you are saying but Canada is in a large deficit and I am worried about balancing the budget."* This Parliamentarian would be interested in hearing what the return on investment. Any financial incentives would be highly important to relay to them.

### listen for what **intel** they have

Parliamentarians may share what other members of their party have discussed on the issue or what members of other parties have been signaling. They are providing intel that you would not be able to access otherwise! These details help you and Results decide which steps to take next.

**For example:** *"Yes, my colleague mentioned this at a meeting the other day and said she was supportive of this."* Ask who said it and report it back to Results. You could also reach out to this other parliamentarian yourself to build a relationship with them.

### listen for their **perspective** of the issue you're discussing

Interpret their understanding of the situation at hand. They may be able to provide a perspective that you weren't previously aware of. It's helpful knowing how an MP views the issue in the grand scheme of things and they might highlight important considerations.

**For example:** *"Why don't we give money directly to the country that needs it, instead of a multilateral?"* This is someone with a pre-formed opinion on the topic and potential mistrust in multilateral organizations. This a great time to educate them on the topic and identify common ground.

After your meeting: [click here](#) to report your meeting outcome to Results!