

AMBASSADOR YOUR VOICE YOUR WORLD JOURNEY AWARD – MEETING 2

Award Purpose: When you’ve earned this award, you’ll have spotted a problem, zoomed in on a solution, and raised your voice to make positive change.

Activity	Materials Needed
Strength in Numbers <ul style="list-style-type: none"> Identify possible partners and VIPs to promote your cause. 	<input type="checkbox"/> Journey book <input type="checkbox"/> Writing utensils <input type="checkbox"/> Phone or computer with internet access
Batter Up! <ul style="list-style-type: none"> Role-play delivering a pitch to an audience. 	<input type="checkbox"/> Scrap paper <input type="checkbox"/> Writing utensils
Practice Makes Perfect <ul style="list-style-type: none"> Create and practice the pitch for your cause. Then, make your pitch to your VIPs! 	<input type="checkbox"/> Journey book <input type="checkbox"/> Scrap paper <input type="checkbox"/> Writing utensils <input type="checkbox"/> (Optional) Smartphone or digital recording device

Activity #1: Strength in Numbers

Award Connection: Step 3 – Harmonize: Form alliances with those who care about your issue and can assist you to give voice to solutions and Step 4 – Identify the Big Ears and Set Up a Meeting: Join with your partners to identify VIPs (very influential people) who will listen to you and have the influence to lift your cause

Materials Needed: Journey book; writing utensils; phone or computer with internet access

- There’s no doubt that an individual can be a force to be reckoned with, but having support from other people and organizations will improve the chances of creating lasting change.
- Create a list of networks you can potentially tap into—think of people you know through friends, family, clubs, school, religious organizations, etc. who might have the skills or experience to help you address your issue.
- Then, research the people who need to hear about your issue can take action for change. Use the questions on page 69 of your Journey book to guide your research (and see page 68 for a list of possible VIPs to connect with):
 - Who has influence on this issue to move your solution forward?
 - Who are the decision-makers for this issue?
 - Who do you need to inform or convince before you can move forward?
 - Who else is working or has worked on this issue?
- Then go through your list and identify your partners and at least two VIPs.
 - Partners: People who are interested in addressing your issue. They can help you prepare your pitch, identify, and get access to VIPs.
 - VIPs: People who can actually do something about your issue.



5. Use pages 12 – 13 in your Journey book to keep track of contact info for your potential partners and VIPs.
6. Once you've made your list, determine which VIPs to target who would be the most influential to create change about your issue. Contact your partners if they have connections to your VIPs or get in touch directly with your VIPs' office and schedule a meeting.

Activity #2: Batter Up!

Award Connection: Step 5 – Prepare Your Pitch: Define your issue in a brief and compelling way, and propose a workable solution

Materials Needed: Scrap paper; writing utensils

1. You've identified your VIPs and arranged a time to meet—go you! Now it's time to put together your pitch. A concise and motivating pitch will compel your VIP to take action on your issue.
2. Use the following scenario to prepare a pitch and role-play delivering it in front of an audience: A local company is offering a \$10,000 grant for education. Why should your school be the recipient of that grant?
3. When you're drafting your pitch, remember the Rule of Three—the human brain is only juggling so much information at one time. Breaking down your message into three points makes your presentation more succinct, interesting, and memorable. Follow Dale Carnegie's advice: "Tell the audience that you're going to say, say it; then, tell them what you've said."
4. Once everyone's had a chance to make their pitch, provide constructive criticism—was their pitch convincing? Was their message easy to understand? Could you hear the speaker—was their voice loud enough? Did they sound confident, or like a robot?

Activity #3: Practice Makes Perfect

Award Connection: Step 5 – Prepare Your Pitch: Define your issue in a brief and compelling way, and propose a workable solution and Step 6 – Make Your Pitch: Make your pitch to the VIPs

Materials Needed: Journey book; scrap paper; writing utensils; (optional) smartphone or digital recording device

1. Now, prepare the pitch for your cause. Use the questions on page 74 of your Journey book as guidelines as you prepare your pitch.
2. Practice in front of an audience of friends and family and ask for constructive criticism. Use their critique to revise your pitch, then practice again.
3. (Optional) Record yourselves as you give your pitch, then review and analyze your own performance. Revise your pitch based on your critiques.
4. Once you feel confident in your message, give your pitch!

