

# New Facilitator Training

## Gathering Script



### Gathering Script

The following documents will assist you in learning the scripted wording suggestions for each component of a Climate for Change gathering.

The gathering script is separated into:

- the 10 components of a gathering - highlighted in **yellow**
- plus, 1 out of the 4 pre- and post-gathering activities - highlighted in **green**.

### Your Preparation

We suggest breaking up your reading by focusing on the script of 1-2 components per sitting.

You may prefer to split your preparation across a few days.

We understand that individuals may possess different learning styles to one another and we will provide you the opportunity go along to experience a gathering before completing the training.

In the meantime, we encourage you to say each section aloud to yourself a few times, or maybe even practice the lines with a willing friend, if this is how you best learn.

### Please Note

You are NOT expected to know the wording in these scripts verbatim. Scripted wording is provided to assist you with learning the key objectives of each component, and is how we suggest getting ideas across. You are encouraged to use wording that represents your style/character, while achieving the objectives of each component.

We will learning more about each of the following components during New Facilitator Training. At the face-to-face training sessions you will be able to put your preparation into practice.

New Facilitator Training will be split in into 2 parts:

- 1) Facilitation Training
- 2) Call To Action Training

Your next step is to go through the Gathering Script and familiarise yourself with the key objectives of each component. We look forward to seeing you at the face-to-face training.

**We recommend you do not print this document unless absolutely necessary.**



## Before the gathering begins - Arrival and Setup

Reference from the Gathering Overview document

Total Time	Time	Topic	Key Objectives	Resources
30 mins before		Arrival and Setup	Ensure host is aligned and ready Ensure AV works (video and sound) Materials laid out to elicit curiosity	N/A

### On Arrival

Thank the host

Recap the flow of the evening briefly with the host.

Check if there's anyone to thank (maybe friends that have helped with food)

Remind the host of:

- their role as first follower: [Check out the video here](#) or search on YouTube for Derek Sivers TED talk "How to start a movement"
- their role in supporting what you will be offering, by encouraging their friends to be the next host and secure a date in their diary with you by the end of the night.

Do technical (video) setup and lay out your materials early so that you are free to give your full attention to the guests when they arrive.

Test playback of the video.

### When guests arrive

- Introduce yourself
- We suggest you ask guests how they know the host, even if you may already know this information from guiding the host with their invitation process.



## Gathering Component #1 - Participant Survey

Reference from the Gathering Overview document

Total Time	Time	Topic	Key Objectives	Resources
0:15	15 mins	Participant Survey	Set the mood Prompt reflection	Clipboards with survey & pens

### Pre-gathering Survey

Provide each person a clipboard which you would have pre-prepared with the Pledge, Signup form and Pre-Gathering Survey (the survey will sit on the very top):

- 1) Ask people to start on the survey (they don't have to put their name on it)
- 2) Highlight that the survey is not a test (we suggest you use a playful tone of voice)
- 3) Explain that you will use some of the answers to understand the group's current thoughts and to better understand what they value most. You will be using the surveys as part of the gathering.

\* Collect the survey results from guests, once you are ready to begin - keep the pile close to you as you will have time to read the surveys during the video (gathering component #5)



## Gathering Component #2 - Introduce Climate for Change

Reference from the Gathering Overview document

Total Time	Time	Topic	Key Objectives	Resources
0:20	5 mins	Introduce Climate for Change	Understand our vision and model We are volunteers <b>Seed hosting</b> <b>Seed donating</b>	N/A

### About Climate for Change

Introduce climate for change, a suggested script is below. The key points to cover are:

- I'm a volunteer
- We are a not-for-profit
- Our mission is to Create the social climate in Australia for effective action on climate change  
(what that means is ...)
- We know that conversations are important
- Our model has growth built in
- So I will ask you to join us to **host** and **donate**

Thank you everyone for coming.

My name is \_\_\_\_\_ and I'm a **volunteer** with Climate for Change.

Climate for Change is a **not for profit organisation**.

Our mission is to create the social climate in Australia for effective action on climate change.

What that means is that we understand that we will never fix climate change unless it becomes a mainstream issue that the majority of Australians are on board with.

Whilst polling shows us that in fact, in theory, most Australians do agree that climate change is real, caused by humans, serious and something we should act upon - even if it is at some cost - when it comes to the detail, most Australians are confused. They aren't quite sure how serious or urgent it is or what needs to be done or how they should respond. That means we tend to put the issue of climate change aside and focus on things in our lives that are more real and urgent to us - and in the meantime, climate change keeps getting more serious and urgent and our ability to respond gets harder and more expensive!

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So we've developed a model based on years of research into how social change and behaviour change happens.

Key to that model is gatherings, just like this one, where we create time and space to engage with the issue deeply in a safe space with a facilitator, like me. Facilitators are trained to support you in that conversation and to provide you with some of the information you need to have that conversation effectively. Each gathering in turn inspires someone new to host, so that they can in turn share this conversation with their friends.

So tonight's host, \_\_\_\_\_, is part of that chain of spreading this conversation through our community, and if you find this is a discussion you'd like to have with your friends and family, I hope that you'll **consider hosting too**.

As I mentioned, we're a not for profit - which means all the money we raise goes towards our work... And we are mostly run by volunteers - facilitators like myself are all volunteers and we have a team of volunteers working to support us - doing research, developing content, even just coming in and making up the take home packs that you will get at the end of this evening.

However, we do have some costs - printing, office space etc. But the main cost is a few core staff who can work full time to support all volunteers and make sure everything runs smoothly. To date, the vast majority of **our funding has come from donations from people like yourself. I'll be asking for a donation at the end of the evening, and I hope you'll consider giving what you would have spent on a night out so that we can continue our work.**



## Gathering Component #3 - Outlining the Gathering

### Reference from the Gathering Overview document

Total Time	Time	Topic	Key Objectives	Resources
0:25	5 mins	Outline the Gathering	Create a safe space to engage with feelings and know what to expect	N/A

### Outline the Gathering

- Goal of tonight is to create a time and a safe space for the conversation we all need to have about climate change,
- so that we can process all the overwhelming information that is out there and work out how we fit into that story and what we can do about it.
- Start with video, discussion, work towards tangible things we can do
- Show you what we are doing and invite you to be part of it

So the way tonight will run is, we'll discuss what climate change is, how it affects us personally, and what we can do about it. We'll start in a minute with a short video designed to give you the problems we are facing and solutions to those problems. After the video, we'll have some time to reflect on what the video covers and answer any questions you might have and then we'll jump into a conversation about what the most effective things we can do about it are.

At the end of the evening, I will ask you to join me in creating a climate for change by engaging with the issue of climate change, stepping up to take regular action, reaching out to others by hosting your own gathering, or even becoming a facilitator like me; and supporting us to keep doing our work by each donating what you can.

Even though I will start by sharing some information, this is meant to be a discussion, and so we want everyone to be able to contribute to the discussion and speak freely.

Anything I learn about you in today's discussion, I will only be using to help us to reflect on how we could improve our gatherings, and it will be kept confidential, and I'd ask that you also respect people's confidentiality in what they share tonight.

Please speak one at a time. If someone has a lot to say, I may ask you to pause for a moment and ask other people if they have any thoughts they'd like to share.

Is everyone happy with that? (we suggest you nod your head and smile)



## Gathering Component #4 - Personal Narrative

Reference from the Gathering Overview document

Total Time	Time	Topic	Key Objectives	Resources
0:30	5 mins	Personal Narrative	Build trust Reflect on their own responses to climate change <b>Seed facilitating</b>	

### Personal Narrative

- Introduce how I ended up in front of a bunch of strangers talking about climate change
- Share what you've gained from being a facilitator
- Ask guests to consider being a **facilitator** too

### Your Personal Narrative

Before I show you the video, I'd like to share with you how I came to be here spending my evening talking with you about climate change...(your personal narrative)

\*\*\* Have you attended your Personal Narrative Training? \*\*\*

Please [RSVP for an upcoming face-to-face training](#) in order to prepare your personal narrative.

## Gathering Component #5 - Video

Reference from the Gathering Overview document

Total Time	Time	Topic	Key Objectives	Resources
0:45	15 mins	Video	Establish the problem and solutions Put people in an emotional space	Video on USB / laptop & cable

### Video

- Facilitators use this time to read through the surveys and, on a piece of paper, write out what each person has said they value the most. You can show this poster after the video.



## Gathering Component #6 - Guided Discussion

Reference from the Gathering Overview document

Total Time	Time	Topic	Key Objectives	Resources
1:00	15 mins	Guided Discussion	Pair and share about video Connect climate change w/ what we value Create a moral engagement and personal commitment Understand we must <b>stop</b> emissions <b>quickly</b> We need system change We need government on board	Discussion questions

### Check Initial Response and Understanding of Facts

- In pairs check in - are you ok. What resonated most or surprised you most or was something you didn't know? How will climate change affect the things you care about? Think back to the things you wrote on your survey
- Feedback responses to the group
- Did you understand how small changes make such a big difference?
- Did you understand the significance of 1.5 and 2 degrees?
- Do you remember when video said we are forecast to hit 2 degrees?
- Do you remember what is said we need to do to prevent that from happening?
- How do you feel about climate change? How do you feel about your own response to it? Do you feel you do enough? Why / why not?
- What could you do?

### Guided Discussion

- Would any of this be enough?
- What needs to happen?
- Can this happen without government?
- Is our government doing enough?
- Why not? And is there anything we can do to make our government act?

(full script continued over the page...)



## Check Initial Response and Understanding of Facts

Turn to the person next to you and check in with them:

Are you ok? If not - talk about that and support your partner.

If so, what resonated with you or surprised you the most? Is there something new you didn't know? How will or does climate change affect you and the things you value most, which you wrote down on the pre-gathering survey?

*[As the group are talking, write the things they 'value most' from the pre-gathering survey onto a sheet of paper, you may choose to use and refer to this poster at the start of the next section]*

*[Ask group to finish up their conversation]*

It would be interesting to hear from you as a group:

What resonated with you or surprised you the most? Is there something new you didn't know?

How will or does climate change affect you and the things you value most?

***[Facilitator have used the above questions to test and check 'where the group are at' from the answers they share. Facilitators are looking to hear if the group understand:***

- ***Whilst taking our own action, we need our government (who have the power to make structural change) to act - they are not acting, so we need to make them!***

### ***IF THE GROUP ARE NOT WHERE WE NEED THEM TO BE, USE THIS PROCESS:]***

Before we move on to the next part of the discussion, just want to check you all understood a couple of key points:

- 1) Was it clear from the video, what the significance of 2 and 1.5 degrees is? (Get the group to articulate it and clarify if need be)
- 2) Does anyone remember what needs to be done to keep below these thresholds? (Take them through the carbon budget)
- 3) Still a pretty abstract concept - can you get your head around what that means in terms of concrete action. What actions does the world need to take to get to zero or even negative emissions?

Do you think these changes are possible? (A: We don't know for sure - but there are enough solutions, both technical and behavioural out there that are already being rolled out in some places to give us hope that we could, if we really tried, reduce global emissions quickly enough and even redraw carbon out of the atmosphere in time to avert utter catastrophe).

The real question is whether we are going to make that choice as a global society to do that. What do you think?

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**So what I'm hearing is...** (e.g. some think it's pretty hopeless. Most people think it is hard, but not without a little hope). Would most of you say - it's pretty dire, but there's still some hope? Anyone completely without hope?

So what are you going to do with that hope?

Are you going to sit back and watch what happens or are you going to actively try and realise it?

What do you think you can do?

If we all do what we can in our own lives - eat less meat, drive less, save energy, buy solar panels, but less stuff or green stuff - will that be enough?

What if the majority of Australians did that - would it be enough?

Even if we drive less, cars still use petrol - there are electric cars and trains, but the majority of Australia's electricity comes from coal.

What happens if we do everything we can as individuals, but our governments don't act? (A: We wouldn't get there)

What if our governments did decide to act - to really fix the problem - what do you think would happen to individual behaviours like driving less, eating less meat etc? (A: It would be a whole lot easier because government would be behind us. Currently so many barriers - to live sustainably is fighting the system - but if government wanted us to, it would implement policies to help us)

So as ordinary people - without amazing skills, money, influence or time - what is the most effective thing we can do right now? (A: Get our government to act)

How do we do that?

### ***[Go to next component]***

[Some may answer with "Vote" - If they do, ask them, what issues influence your vote at the moment? What happens to those issues if climate change is not fixed? If a party is good on that issue, but not fixing climate change, are they really any good on that issue?

But for some people, changing their vote is pretty big and also just changing our own vote on its own isn't enough and the next federal election is 3 years away. So if in 3 years, the party you vote for is still not serious about climate change, then yes, please do change your vote – in the meantime, what can we do to change government policy?]

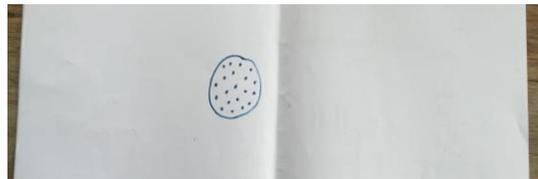
## Gathering Component #7 - Two Diagrams

Reference from the Gathering Overview document

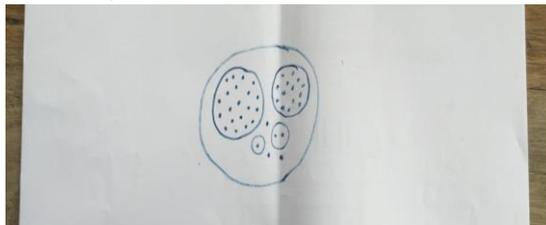
Total Time	Time	Topic	Key Objectives	Resources
1:20	20 mins	Diagram	To see the big picture of change Create a concrete list of pressure points Establish what actions we can take	Two pieces of paper & different colour markers

### Two Diagrams

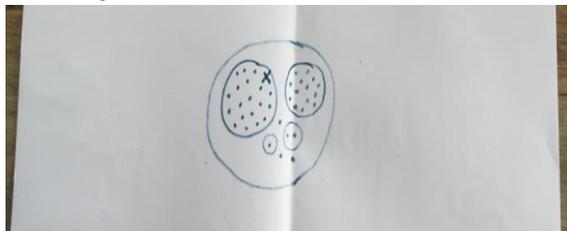
- I have a little thought exercise that might help us see this a bit more clearly:
- Here is our government (circle)
- What is government? Made up of people elected to represent us (dots inside circle)



- And which sits in a parliament with other members, some of whom are in other parties and some who are independent (a smaller circle next to it with dots a much smaller circle with two dots, another with one dot and a few dots without circles then a bigger circle around the whole lot) and there's a senate which looks a little bit different.



- And the only way the changes we need to happen can happen is when a majority of these people vote in favour of them
- So let's talk about these people. What or who influences their decisions as to what they'll vote for or not and what they'll advocate for? (Put an "x" over one of the dots inside the bigger circle - government). What or who influences THIS person?

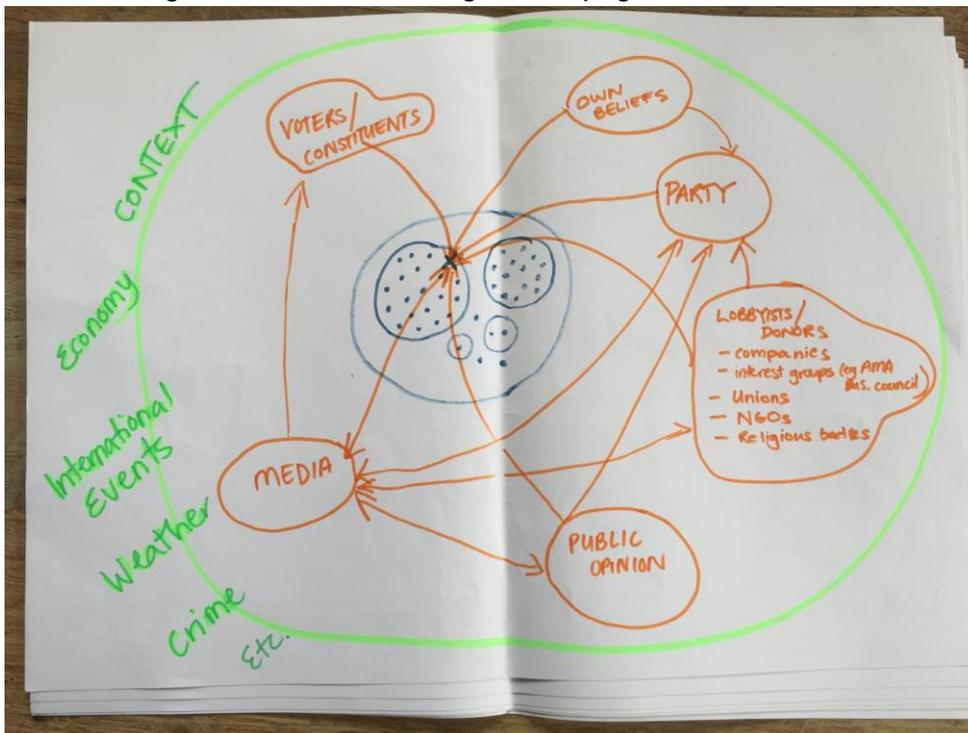


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- Draw circles for each of the influencers with an arrow to the person and/or party.
  - Voters/constituents (Check if everyone knows the word “constituents” and define - the people responsible for getting a member back into government)
  - Party
  - Own beliefs/experiences
  - Lobbyists - companies, unions, religious orgs, NGOs, peak bodies, think tanks
  - Media (should have arrows towards every other circle and from most others)
  - Other governments
  - Public opinion/polling
- If they mention things like economy, world events, weather events, terrorist attacks etc, draw a huge circle around the edge of the page and call this context:



- Ok, so polling before the 2016 election revealed that:
  - 53% of Australians want our government to take strong action on climate change/global warming, even at significant cost!
- So why isn't our government doing more? Which of these influences is most powerful? (A: Lobbyists (esp corporations)) - so public opinion like this polling result is not strong enough to influence the government, who is?
- Which of these forces holds the trump card? (A: voters - no matter how strong any of those other forces are if voters really don't agree (enough to vote on the matter) then, the politician either has to stand for what the voters want or lose their job).

**[NEXT DIAGRAM - on another piece of paper]**



So basically we can summarise what is happening on climate change like this

- (Draw circle in the middle and write “MP” in it) This is our member of parliament
- (Draw smaller circle to the right and draw a “tick” inside it, connect it with an arrow pointing towards MP) This is the pressure or influence from the constituents who want strong action on climate change
- (Draw a bigger circle to the left and draw a “cross” inside it, connect it with an arrow pointing towards MP) This is the pressure or influence from other forces who don’t want strong action on climate change
- So what we need to do is:
  - 1) (Draw arrow above MP pointing down toward MP) First, put pressure on our members ourselves - how can we do that? (Brainstorm ideas eg write, call, visit, sign petitions. Make sure you mention fun ones such as singing (there is a choir who meet the on the last Friday of every month, stunts (knitting nana’s & the climate angels), open letters)
  - 2) (Draw a circle around the smaller circle on the right) Whilst at the same time, making this circle bigger. We do that by **reaching out** to others in our communities and getting them on board - how do we do that? (Get a few ideas, then say) I actually want to share something with you that has completely influenced the way we do things at C4C.

***[Bring out Social Diffusion Curve]***



## Gathering Component #8 - Social Diffusion Curve

Reference from the Gathering Overview document

Total Time	Time	Topic	Key Objectives	Resources
1:35	5 mins	Social Diffusion Curve	Creating a social norm Understand the need to engage, step up and reach out	Laminated graph

### Social Diffusion Curve

Some of you may know of the Social Diffusion Curve. It was developed in the 1930s and can be applied to any new idea, invention or social movement - it was originally applied to the uptake of a new seed in a farming community, but it can be applied to anything from the uptake of mobile phones, to feminism.

It basically says that any new idea passes through society like this - it starts with a small group of innovators (guinea pigs) who test an idea. If it flies with them, then the early adopters take it up. They are the trendsetters and they are the ones who determine whether an idea works or not. If they take it up, then it hits the tipping point and really takes off. The early majority are your critical mass - this is who we need to get on board if we want our politicians to respond. Once the early adopters are on board, the late majority get on board pretty quickly because they don't want to be left behind and the laggards come kicking and screaming at the end.

So there are three really important things this theory tells us (there's more to it than this, but these three things are really important to know right now for the climate movement)

- 1) It's a distribution curve that shows the change starting slowly and then hitting a tipping point and skyrocketing. The curve would look similar if the change takes 10 years or 100 years, it would be a narrower curve if it took 10 years. Our goal is to make this curve much narrower and the way for that to happen is for early adopters to spread it faster.
- 2) Second - the way that ideas pass through this curve is by people who are already on board - people like you having conversations with people who know and trust them. We know that people hear stuff in the news and from campaigns, but they tend not to do anything with that information until they start having conversations with people they know and trust. So you are key. By having conversations with people who know and trust you, you can make this bell curve happen faster
- 3) Finally - the way we make change is NOT by convincing the laggards over here - it is by talking to the next people in line - people who polling tells us are already sympathetic. They agree climate change is real and serious and we should do something. But they don't know how serious and urgent it has become or what we need to do or what they

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can do - so those are the conversations we need to have. Conversations like the one tonight

Now there are many ways we can have those conversations:

- 1) We can have them one on one in everyday life - walking our dog or going out to dinner or picking kids up from school. And C4C is working on a whole lot of resources to help you do that - from talking points and fact sheets to workshops and YouTube videos on effective conversation skills such as reflective listening and asking the right questions
- 2) We can have more intentional conversations like the one we are having tonight - where we make time and space to have a really meaningful, thoughtful discussion. These are really effective because people have opted in and we have the time and emotional space to go where we need to go. So clearly putting your hand up to host tonight is a really powerful way to reach out - but there are other ways you can make time and space to have a good conversation. You can host a movie night and we are currently putting together a list of good movies with talking points you can download for each one. You can have a kitchen table conversation, where you read something together and then discuss it. We're also working on resources for these conversations & you may have some of your own great ideas to - we'd love you to share them with us, if you do.
- 3) And then you can also have public conversations, where you reach out to people in your community - and there are so many options here. The easiest is to put something in your window or on your bumper bar - such as these posters (and stickers) we'll give you tonight. They create a social norm and the more and more posters there are the more it will send a message that it is normal to care about climate change and want stronger action. You can get more posters and get all your friends to put them up or even go to local businesses and get them to do it. Other things you can do are go doorknocking and there are lots of orgs we can put you in touch with who are running campaigns. There are forums and stalls, and you could tick the volunteer box and we can let you know about, or you can get creative and do things like flash mobs, an event at your child's school or other fun things.

### ***[Refer back to Three Circle MP Diagram]***

(Draw a smaller circle inside the bigger one to the left of the MP) The other thing we need to do is make these forces smaller or completely stop them OR (draw an arrow from the left circle to the one to the right of the MP) bring them on our side!

And there are lots of ways we can do that - can anybody think of some? (A: divest, invest, boycott, expose, lobby shareholders and staff, write letters, sign petitions, join protests. There are lots of organisations doing great stuff on this front and we can help you join in.)

So basically to create the climate for change that we need for effective action on climate change, what we need to be doing on a regular basis - not once or twice but making an effort to

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do this as part of our lives as much as we can. As everyday people, the most powerful thing we can do is engage in our democracy - we need to:

Step up - by taking actions that pressure our members of parliament and/or pressure the forces that are holding back action on climate change (so all of these things here - point to step up actions); AND AT THE SAME TIME WE NEED TO:

Reach out - by having conversations with people in our networks and communities to help them understand the scale and the urgency of the action we need to take and what they can do to make it happen; and to be effective in these actions and to remain motivated we need to:

Engage with the issue and what others are doing about it - by staying up to date but also connecting with others who are engaged and active.

Does that make sense?

Does it make your role feel more manageable? Maybe even exciting?

Yay!

So here's the exciting bit - this is where we invite you to join us in creating a climate for change by doing these three things with us and with our support on a regular basis

- 1) Engaging
- 2) Stepping Up;
- 3) And reaching out

***[Bring out facilitator version of the clipboard with Pledge and Signup form]***



## Gathering Component #9 - Call to Action

Reference from the Gathering Overview document

Total Time	Time	Topic	Key Objectives	Resources
1:55	20 mins	Call To Action	Get a commitment to act Remove all barriers to that commitment <b>Ask for mailing list sign up</b> <b>Ask for hosts &amp; facilitators</b> <b>Ask for donations</b> Create solidarity & take photo	Clipboard with Signup form and Pledge + pens

### Call to Action

#### Pledge (being developed)

First of all we have this pledge - which we have sent to all our federal politicians and asked them to sign it - reach it out. So far only x/none have signed it.

So, what we are asking you to do is sign your own pledge - well it's not just a pledge, it is also a petition. You'll see it in front of you. It also acknowledges the science and the need to stay well below 2 degrees and what's involved in doing that. Then it calls on our leaders to sign the politicians pledge here and then you commit to doing what you can to create the climate for change in your community by standing up and reaching out on a regular basis.

If you sign this, then we will add your name (or an anonymous recognition) to our webpage and every month we will contact all our politicians and let them know how many more people have signed the citizens' pledge and are calling on them to commit to real climate action.

Your job then is to get as many more people as you can to sign the citizen's pledge, which then commits them to also getting more people and so on, so that it grows exponentially. And each month, we'll keep telling our politicians how many more people are calling on them to sign.

Now, of course, that's not all, by signing you'll also go on our database and if you're on Facebook you'll get joined to our online community, where you'll find a whole lot of people also creating the climate for change we need and where you can connect with them to share ideas, get help or join with them in stepping up or reaching out - you can be as creative as you like.

Once you're on our database - you'll receive a fortnightly update on what's happening with climate change, but also with large scale solutions and with community and citizen action all

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around the world - so you'll be connected with the rest of the movement fighting for stronger action on climate change.

That fortnightly update will also include something you can do to step up - an action you can take there and then to put pressure on MPs and on the forces blocking climate action.

You'll also, as we are able to send them out, receive tips on better climate communication and ideas on things you can do and invitations to workshops - you'll also be notified when new resources go on line for you to step up and reach out.

As we go, our goal is to form local groups - Communities for Change - that are supporting each other locally to step up and reach out from time to time.

So if this sounds like something you want to be part of then please sign the pledge (wait for them to sign. If they all look like signing, you might want to take a photo)

Ok, you get to keep that - take it home. Put it on your fridge as a reminder to your commitment, but also as a great talking point with friends.

## Signup and Poster

Now, the next page in your folder asks for your contact details so that we can sign you up to our database and to our Facebook group, so fill those in too.

And at the end I will be providing each of you with your poster and badge, which I mentioned earlier. It may not sound like much now but you will be going home and doing that tonight. We have gatherings on all over Melbourne and other people will be going home and doing that too. There are going to be posters popping up everywhere. That's how we create the social norm.

## Host

### **Have you found tonight valuable? Do you think others should experience this?**

The next bit of that form asks if you'd like to be even more involved in creating the climate for change with us right now - the first options is to host. As you've seen, hosting is a really easy and fun way to start the conversation with your friends. It is one of the most powerful forms of communication as it is one that puts aside time and space to engage deeply, thoughtfully and emotionally. And it is crucial to our plan to engage hundreds of thousands of people by the next federal election. The more gatherings we can book, the faster we can reach more and more people and as you know we don't have much time. Two of you might even like to pair up and host a gathering, that's ok too. Just imagine what you'd like them to get from coming to a gathering and we can have a further chat about it.

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Now we know from experience that key to keeping the momentum going with our gatherings is not just to ask you to tick that box, but to actually book in a date tonight. I'm sure you're all aware how good intentions start to flag as soon as you get back to everyday life. If we book a date tonight, you are much more likely to go ahead - even if we end up moving the date, it still gives us something to work with. So, please tick that box now and then if you do tick it make sure you come and talk to me at the end of the night so we can put a date in our diaries.

## Facilitator

You'll also see there are options to facilitate and volunteer

For this to spread effectively and to meet the urgency needed, we're looking at exponential growth. People have been telling us they feel these gatherings are important, the conversations are meaningful and things that they want us to keep them going. Every gathering we been having 2 or 3 people to sign up as hosts and I want you to do so, but also consider this creates a high demand for facilitators keep up with the demand from people wanting to host. So the best way to make sure there's enough facilitators, is by you joining as a facilitator.

There's another tick box on your form there, which simply says that you're interested in receiving information about becoming a facilitator, and can chat about what's involved.

You will get training and support to be able to conduct discussions like today's really well. It's not very hard and you don't need to be a climate expert, in fact, sometimes that's a hindrance. You need to be able to talk in real language, and get along with people, and be able to commit the time that it takes to be able to go out and do a gathering, hopefully once a fortnight for a few months.

**So I'd ask you to consider being a facilitator.**

## Donation

Finally, I'd like to ask you for a donation.

The change that we need is going to come from people. So we're really honoured to receive the vast majority of our funding from people like you.

The gathering you've seen tonight is the culmination of months of work to design and test and refine the presentation, and that's just for tonight. We've then got the development of the ongoing Communities for Change program and action steps and resources you'll be receiving.

## New Facilitator Training Gathering Script



We run this on a shoestring budget, but it's not free, we have people giving their time full time, and some giving more than full time to make this possible, and we want to do right by them.

Tonight you've received a good meal, and an in depth conversation. I hope that you've had a good night tonight and you found it was meaningful and at least as worthwhile as going to a movie or having a drink with friends.

**Would you donate what you would've spent on a night out so we continue the work that we're doing?**

There's a donation form on your clipboard for credit card and we have a cash box here. With a donation of \$50 or more, you'll become an official member of climate for change.

That's the end of the formal part of the evening. Before we all get chatting, please fill out your forms now while I come round to each of you to pass out your poster and badge and talk with you one on one

- **Encourage people to fill out their sign up details there and then.**

Well done. You are now a part of the climate for change.

- **Give people their badge and poster, take a group photo if possible/appropriate**



## Gathering Component #10 - 1:1 Connecting with Guests

### Reference from the Gathering Overview document

Total Time	Time	Topic	Key Objectives	Resources
2:10	15 mins	One to One Connecting with Guests	Secure hosts (pencil in a date) Secure facilitators Secure donations	

### One on One conversations

Go to each person one by one:

Start with someone who you expect a very positive response from  
(hints are maintaining eye contact, nodding)

- Thank them for coming and pass them their poster.
- How did you go with filling out your sign up details?
  - Amazing, you'll receive your first email and links to actions soon
- Did you think of any friends you'd like to have this conversation with?
- Would you be interested in being a facilitator?  
Yes?
  - Great, let's have a coffee some time and talk about it
- Would you host a gathering?  
Yes?
  - Lock in a date and time for gathering - 2 to 3 weeks is best
  - Lock in a time to call and discuss - 2 to 3 days is best
  - Pass them a host pack with those details written on it
- Are you able to donate?

This brings us to the end of the gathering interactions with gathering participants.

From this point we have a 'Before Leaving' and 'After Leaving' facilitator process.

You will learn about these in your Induction Training module.

**We look forward to seeing you at your upcoming New Facilitator Training day/s.**