

## FACILITATORS GUIDELINES FOR MODELING EXCHANGE

1. Start with EHC introduction from Messaging Session
  - a. Hello, my name is \_\_\_\_\_ and I'm a member of Environmental Health Coalition. Environmental Health Coalition works to improve the health of children, families, neighborhoods and the natural environment in the San Diego/Tijuana region.
2. Share something about yourself – why you are a member of EHC, what project you are working on.
3. Ask some simple introductory questions, for example:
  - a. Do you have children?
  - b. How long have you lived here?
  - c. Do you work in the community?
4. Ask more probing questions to get at their story and underlying values, for example:
  - a. Do you have a personal problem with (the EHC issue)
  - b. What are your greatest concerns with (the EHC issue)
5. Tell more of your story, make a connection with what the other person has said, reinforce common values
6. Ask for a commitment
  - a. We're holding a community meeting next week and I'd love for you to come. It's an opportunity to learn more about what Environmental Health Coalition is doing and meeting other community members who share your concern about \_\_\_\_\_.
  - b. Provide detailed information on time, place, date of community meeting.
7. Express pleasure in having gotten to know this person better and thank them for making the commitment.

