



## **WHY have we formed this “association of associations”?**

As an “association of associations” we believe we can create a culture of optimism and opportunity in our state that will support development initiatives that enhance the quality of life for all of us who call Wisconsin home.

## **WHO is participating?**

AARP Wisconsin  
Greater Wisconsin Agency on Aging Resources  
Kickapoo Conversation  
Professional Firefighters of Wisconsin  
Rural Wisconsin Health Cooperative  
Southwest Partners  
Stronger Together Fox Valley

UW-Extension  
WEAC Region 6  
Wisconsin Council of Churches  
Wisconsin Counties Association  
Wisconsin Early Childhood Association  
Wisconsin Primary Health Care Association  
Wisconsin Towns Association

## **WHAT are we trying to accomplish?**

Our goal is to be an effective community building network that brings about positive change through the building of the enduring broad-based relationships that make bold action possible.

## **HOW are we going about it?**

1. Deepening our ability to work together as a diverse network of statewide associations.
2. Supporting community initiatives across the State.
3. Identifying broad issue areas for research and action on a statewide level.
4. Determining other regions in the State for expansion of community initiatives.
5. Broadening the base of statewide association participants.

## **Current Bottom Up Community Initiatives**

Southwest Partners: (1) Aiming to prepare young people for opportunities in manufacturing and other trade work while finishing high school and (2) creating a “silent sports” recreation and tourism environment.

Stronger Together Fox Valley: (1) Ensuring a good early start for children & families, (2) encouraging healthy, intergenerational connections and (3) developing strong neighborhoods in coalition with Neighborhood Partner Network.

Kickapoo Conversation: (1) Create a high quality childcare system, (2) develop a homeware cooperative, (3) build stronger relationships within/between communities within the region and (4) create a system for workforce development.

# Steps of a One-on-One (1:1) Relational Meeting

## I. OPENING/CREDENTIAL

Start out by giving your credential (which congregation/organization you represent and/or the name of the person who referred you) and state why you wanted to meet.

## II. BREAKING THE ICE

It doesn't work well to rush into a question like, "What do you worry about for yourself and your family?" Start with easier questions that get the conversation going, like: "How long have you lived here?" "Where do you work and what is that like?" "Where do your children go to school?"

## III. DISCOVER THE PERSON'S INTERESTS & CONNECTIONS

Now you want to find out the person's self-interests. Self-interests are the things that are most important to a person concerning his or her family, community, and job. There are many ways to discover people's self-interests, and you should develop your own style. You can lead with your own story or ask probing questions, such as: "What is important to you?" "Why do you do what you do?" "Who are you connected to?" "What is your vision for your congregation/organization/community?"

Find out if the person is a doer or a complainer. If you hit a sensitive area, ask permission to ask more about it. Be willing to agitate to see how thoughtfully the person reacts: "Why haven't you done something about these concerns that you have?"

## IV. CLOSING/PROPOSAL OF NEXT STEPS

After you have learned more about what motivates the person, decide if there are any points of common interest. You may want to propose some next step, such as, "After I talk to more people can I talk to you again?" You also might propose that the person take some action connected to his/her self-interests, like attending a meeting or training.

## V. EVALUATION

Afterwards, spend a few minutes reflecting on the meeting. Ask yourself:

- Is this person a leader? What is this person's potential to become a leader? What about this his/her story, actions, thoughtfulness, anger makes me feel this or not?
- What is this person's top interest? What is he/she willing to take action on?
- Who is this person connected to (in positive or negative ways)? Who do you want to introduce this person to?
- How did you do in the 1:1? What questions might you have asked to learn more about the person's self-interests and story?