
Welcome!

**We will begin shortly.
In the meantime please follow us on
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2023 Hawaii Cancer Action Day Pre Event Training

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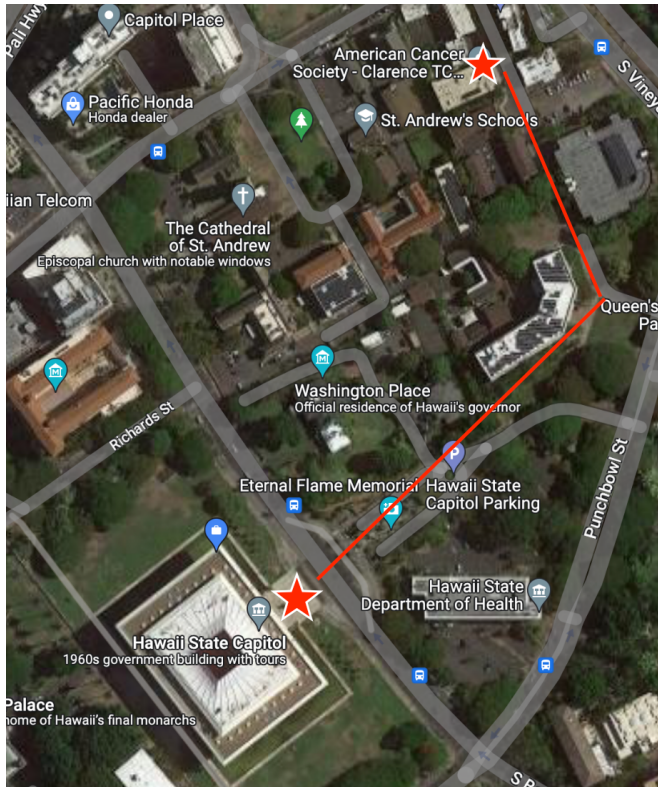


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Welcome & Agenda

- 1 **Cancer Action Day Schedule/Location**
- 2 **Overview of Legislative Priorities**
- 3 **The Flow of a Lawmaker Meeting**
- 4 **Meeting Roleplay**
- 5 **Housekeeping**

Cancer Action Day Location



Park: ACS Office
2370 Nu'uuanu Avenue

Event: Hawaii State Capitol
415 S Beretania St. – RM 440

Lunch: Hope Lodge Hawaii
251 S Vineyard St.

Cancer Action Day Schedule

9:00 a.m. - 9:30 a.m.

Check-In Hawaii State Capitol RM 440

9:30 a.m. - 10:00 a.m.

Welcome and Cancer Action Day Overview

- Welcome - Chelsea Gonzales, State Lead Ambassador
- Logistics / Overview of Day - Cynthia Au Government Relations Director
- 2023 Legislative Priorities
- Representative Cory Chun Remarks

10:00 a.m. - 3:00 pm

Lawmaker Meetings

11:00 a.m.

Senate Chamber

Group Photo

12:00 p.m.

House Chamber

12:30 p.m.

Lunch at Hope Lodge

- Talk Story with Patricia
- Hope Lodge Tours
- Report Back Forms- Online

3:00 p.m.



Legislative Asks

**Support
Cancer
Research**

**Ensure Access
to Care**

**Support
Local Control**

**Support
Non-profit
Fundraising**

Support Cancer Research

Support Cancer Research in this budget on HB 1301 HD1

Support state funding of \$1 million over two years of a multi-ethnic cohort study by the University of Hawaii Cancer Center of Native Hawaiians, Pacific Islanders and Asian groups including Filipinos and collect data on the contributing factors to cancer disparities that currently exist.

- 8,460 Hawaii residents will be diagnosed with cancer this year.
- Cancer is the second leading cause of death in Hawaii with an estimated 2,620 deaths this year.
- Cancer affects everyone but it doesn't affect everyone equally.
- Cancer is the leading cause of death among Asian Americans and the second-leading cause among Native Hawaiian and other Pacific Islander individuals.
- Everyone should have equitable access to quality cancer care and an equal opportunity to live a healthy life.
- To help research to improve health outcomes and decrease cancer disparities we need data on social determinants (i.e. multigenerational households, travel distance to nearest clinic, income, cultural stigmas, etc.)

Support Cancer Research

Cont. Support Cancer Research in this budget on HB 1301 HDI

- Initial funding of the study will increase research opportunities for additional funding as a National Cancer Institute research grants.
- Breast cancer incidence and mortality were highest among Native Hawaiian women compared to any other racial or ethnic group in Hawaii.
- Lung cancer incidence is higher among Native Hawaiians as well as Filipinos.
- There are over 200,000 Filipinos in Hawaii. For every 4 people, one has Filipino ancestry.

Ensure Access to Quality Care

Ensure Access to Quality Care: Telephonic Telehealth SB1038 SD2 and HB907 HD2

Support audio-only telehealth and help ensure cancer patients and survivors have access to appropriate medical specialists.

- Telehealth increases access to quality cancer care among underserved populations (e.g., residents of rural communities, individuals with limited income, patients with low health literacy, and people of color).
- Telehealth improves health equity and outcomes on the neighbor islands and rural communities with limited broadband.
- ACS' Survivor Views program: 55% of respondents had a phone visit with a telehealth provider about an issue related to their cancer care that otherwise would have been an in-person office visit (not a prescription refill or appointment booking).

Support Local Control

Support Local Control of Tobacco Regulation SB1447 SD1

Support repealing tobacco preemption law and allow counties the ability to enact regulations on the sale of tobacco products.

- Communities suffer when counties are unable to enact stronger tobacco control laws.
- Counties in Hawaii have been successful in passing tobacco related policies such as smoke-free air laws and Tobacco 21 before the Hawaii State Legislature followed. Hawaii Island was the fourth jurisdiction in the nation to pass Tobacco 21 before the state legislature enacted this statewide.
- Tobacco preemption is a tobacco industry tactic, enacted in 2018.
- The use of tobacco products remains the nation's number one cause of preventable death. In Hawaii an estimated 1400 deaths are caused by smoking each year.
- Hawaii has continued to see the increase of youth use of electronic smoking devices and e-cigarettes.
- This measure does not affect taxes, only the state can collect taxes.

Support Non-profit Fundraising

Support Non-profit Fundraising SB667 SD2

Exempt non-profit organizations like the American Cancer Society from the Hawaii's general excise tax (GET), when fundraising for unrelated business taxable income such as fundraising events like galas.

- The American Cancer Society uses funds raised through social galas and other events for cancer research grants, patient services, cancer information through the website and 24-hour hotline, as well as to support the operations of the Clarence T.C. Ching Hope Lodge Hawai'i, which provides free lodging for cancer patients and caregivers travelling to O'ahu for treatment.
- Aligns state general excise tax (GET) law with the federal income tax code by exempting from the GET any income generated by a nonprofit for any "unrelated trade or business" as defined by the IRS.



Questions?



The Flow of a Lawmaker Meeting

The Hook

Introduction to the meeting

The Line

Explain the need

The Sinker

Provide the asks

The Flow of a Lawmaker Meeting

The Hook

- Introductions
- Who you are, where you're from
- Who else is in your group

Example:

Hi Representative/Senator "lawmaker name" my name is "your name" and I am a constituent in your district/ volunteer with American Cancer Society Cancer Action Network. Thanks so much for taking the time to meet with us today. The other volunteers today are "names". As someone who has been impacted by cancer, I wanted to talk to you about our priorities this year and ask for your support.



The Flow of a Lawmaker Meeting

The Line

Explain the need:

- Why this is needed/impact on state/why important for cancer etc.

Tell your personal story:

- Connect your story to the importance of the asks
- You know your passion
- You know your cancer connection

If your story doesn't align to the asks, you can say:

- I know what it's like to hear the words "you have cancer" or
- I know the impact that a cancer diagnosis can have on a family. Let me tell you about my friend/relative/coworker...

The Flow of a Lawmaker Meeting

The Sinker

Today we are asking if you would support the following priorities:

- Support \$1 million in state funding over two years of a multi-ethnic cohort study by the University of Hawaii Cancer Center and vote YES on HB1301 HD1
- Support telephonic telehealth access and vote YES to SB1038 SD2 and HB907 HD2
- Repeal tobacco preemption laws and vote YES to SB1447 SD1
- Support non-profit fundraising and vote YES to SB667 SD2

The Flow of a Lawmaker Meeting

- Direct questions about asks
- If you don't know the answer to a question, let them know you will follow up
- Ask to take a photo!

Response options depending on response lawmaker gives to your asks:

- If answer is YES: “Thank you so much for your support and for meeting with us today.”
- If answer is UNSURE: “Can we get you any more information on the issue to gain your support? Can I leave my contact information in case you have further questions when deciding how you will vote?”
- If answer is NO: “Thank you for your time and consideration today, please don’t hesitate to contact me if you have further questions prior to your final vote on this important issue.”

Lawmaker Meeting Roleplay

Chelsea Gonzales, State Lead Ambassador

Kellen King, ACT Lead 1



Housekeeping

- Representing ACS CAN
- What to wear, masks (?), capitol protocol
- Event website
 - <https://www.fightcancer.org/2023-acscan-hawaii-cancer-action-day-training>
- Who is my legislator?
- Parking and meet up point
- Cynthia Au:
 - Cynthia.Au@cancer.org
 - 808.392.3229

Lawmaker Meeting Do's

- Do arrive a few minutes early
- Be prepared to wait as most lawmakers are not able to be on time
- Introduce yourself and tell the legislator where you are from
- Stay on message
- Know the “asks” and use a fact to back it up
- Be efficient and articulate; the meeting should be brief and concise
- Ask for your legislator’s support for the issue
- Stop discussing the issue if you get a “Yes”
- Thank the lawmaker (be sure to also send a thank-you note)
- Get excited!

Lawmaker Meeting Don'ts

- Do not attempt to answer questions you don't know the answer or commit to anything you aren't certain of
- Silence your phones
- Do not get angry or hostile
- Do not get distracted by small talk
- Do not mention your political affiliation – fighting cancer is bi-partisan!
- Do not send materials that aren't provided in your packet
- Do not lobby on other issues
- Do not get defensive if an elected official doesn't support our legislation

This is the beginning of a relationship; make a plan for ongoing advocacy engagement.



THANK YOU

SEE YOU SOON