

# Talking Points For Presentation

Opening (2 min):

"Thank you for meeting with me. Akron's unsheltered homelessness has increased 300% since 2022, while funding dropped from \$45M to \$7M. I'm here with a specific winter solution."

Aaron & Harley (7 min):

- Use Aaron's frostbite story to illustrate the immediate winter danger
- Use Harley's story to show how current approaches aren't working
- Emphasize that pushing people from place to place makes things worse (reference the USICH quote)

The Ask (8 min):

- Present your simple winter solution
- Highlight how it aligns with brand new federal guidelines from April 2024
- Show how Tacoma succeeded with this exact model
- Emphasize: No city money needed

Locations & Implementation (8 min):

- Present the three specific location options
- Explain how it makes everyone's job easier
- Highlight your existing trust with the community
- Stress: This is just for winter

Close (5 min):

"What would it take to make this happen before winter? We have federal support, proven models, and locations ready. We just need your approval to save lives this winter."

Remember: Your strongest points are:

1. The human stories (Aaron/Harley)
2. Brand new federal endorsement (April 2024)
3. No city money required
4. Proven success in similar cities