Figure 8.3   The What and Why of Talking Points for MLs

Element of Talking Points	Description
What they are	• Succinct statements designed to persuade or inform and effective tools for preparing for conversations that might be difficult

Element of Talking Points	Description
	• Emphasize a win–win situation for both stakeholders • Present a different way of thinking, drawing from a tool used in fields outside of education
Why use them	• Help prepare you for potentially uncomfortable discussions related to ML advocacy • Facilitate more effective interaction and engagement with teachers and administrators • Showcase your ML expertise