

Overcoming Objections

If They say:	We say:
<p>“Would you want a tuition decrease/freeze or would you like the state legislature to increase funding to the State Need Grant?”</p>	<p>“We can’t say we choose one over the other. Both funding the SNG and reducing the overall costs of attendance increases the affordability and access of our higher education institutions.”</p>
<p>“Where do you suggest that we get the funds to fill this gap?”</p>	<p>“We know that the legislature has a lot of other legislative priorities that require funding. We are here to make the case for a more affordable system of higher education, and we think the SNG is a great way to achieve that goal.”</p>

Legislators care about the workforce

- In order to meet Washington’s education attainment goals there needs to be increased access and affordability to our post-secondary institutions.
- By 2023, of adults ages 25-44 in Washington: 70% will need to have post-secondary credentials

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# WASHINGTON

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## STUDENT ENGAGEMENT NETWORKS

If They say:	We say:
<p>"I don't support entitlements, I want to support middle class students and would rather work on lowering tuition and other college costs"</p>	<p>"If SNG is fully funded, schools don't have to try and get low income student funding from other sources such as tuition waivers or grants. When SNG eligible students are funded through SNG, then grants and tuition waivers are freed up for middle income students"</p>
<p>"There should be GPA requirements in place to make sure top performing students get funding to keep going"</p>	<p>"State Need Grant is a need based program and we support keeping it that way. There are other programs such as College Bound that require a certain GPA throughout high school in order to get funding"</p>
<p>"I believe that we should be funneling students toward high demand degrees in STEM fields. We should be prioritizing SNG funds students pursuing these degrees"</p>	<p>"We believe that students should be able to choose the field of study that best fits them regardless of their income level. There are programs, such as the Opportunity Scholarship, that prioritize funding for low income students in STEM majors"</p>

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