

Transcript | How to Win Budget Approval

1

00:00:11.480 --> 00:00:25.220

Christopher Rosselot: Hello, and welcome to today's Masterclass. We're gonna give attendees a few more seconds to join, but we'll get started in just a minute, as we only have 30 minutes today. We'll be quite quick.

2

00:00:34.300 --> 00:00:47.250

Christopher Rosselot: Perfect. Well, as I drop my notebook in front of me, welcome to this Masterclass event on how to win budget approval. My name is Christopher Rosolo, and I'm a community manager here at Apolitical.

3

00:00:47.250 --> 00:00:56.149

Christopher Rosselot: It would be great to hear from all of you, too, so please do post in the chat where you're joining us from, and what organization you work for.

4

00:00:56.150 --> 00:01:19.330

Christopher Rosselot: A technical note for you is that your messages might come through to only our backstage team due to your Zoom's default settings, so please be sure to select everyone from the blue drop-down menu in the Zoom chat if you'd like to send a message to all of us here today. As I mentioned, today's session is 30 minutes, designed to respect your busy schedules and give you a focused.

5

00:01:19.330 --> 00:01:22.739

Christopher Rosselot: High-impact set of insights you can use immediately.

6

00:01:22.890 --> 00:01:35.570

Christopher Rosselot: Today, we're focusing on a challenge many public servants face right now, making a clear case for budget, headcount, or support when resources are under pressure. We'll look at how to build a funding case.

7

00:01:35.630 --> 00:01:44.660

Christopher Rosselot: That decision makers can back by getting sharp on outcomes, using evidence you already have, and framing risk in plain language.

8

00:01:44.840 --> 00:01:58.969

Christopher Rosselot: For those of you who may be joining us for the first time, welcome! APolitical is the world's largest online network of public servants used by half a million public servants and policymakers across 170 countries.

9

00:01:59.060 --> 00:02:11.369

Christopher Rosselot: APolitical is a strategic partner to government, helping them prepare their workforces for the future. We achieve this by upskilling government workforces through short online courses focused on government priorities.

10

00:02:11.370 --> 00:02:29.770

Christopher Rosselot: Enabling them to find and share best practice through peer communities, and by building innovative tools designed for and with government. And it's great to see that many of you are introducing yourselves from the chat. Hi, Magdalena, welcome. I've got Trey from Edgerton, welcome.

11

00:02:29.770 --> 00:02:47.339

Christopher Rosselot: Francis, John from the Channel Islands, looks like Carol from New Brunswick, because we've got a healthy contingent of folks from the US, from Canada, from UK. Welcome to Patricia from the Department of Energy Security and Net Zero.

12

00:02:47.340 --> 00:02:54.600

Christopher Rosselot: Great, it is great to see all of you here today, so please do keep introducing yourself in the chat.

13

00:02:54.630 --> 00:03:11.139

Christopher Rosselot: Before we get started, I also want to introduce you to the life and government community on APolitical. Whether you're a new public servant or a seasoned pro, this forum is the place to share resources, ask questions, and gain collective wisdom from your peers on all aspects of life and government.

14

00:03:11.160 --> 00:03:23.299

Christopher Rosselot: The link is in the resources tab at the bottom of your screen, and my colleague is also posting a link in the chat right now. So do take a look, and we'd love to see your voice in there. You'll see my voice in there quite frequently.

15

00:03:23.580 --> 00:03:28.150

Christopher Rosselot: I'll get a few technical notes out of the way before we get into today's conversation.

16

00:03:28.420 --> 00:03:35.119

Christopher Rosselot: Today's event is recorded for on-demand viewing on the apolitical website. Please don't record it yourself.

17

00:03:35.260 --> 00:03:50.590

Christopher Rosselot: Contact details for privacy concerns are in the apolitical homepage footer. Closed captions are available in your own language and can be toggled on or off in your screen settings. My colleague is also going to post these instructions in the chat.

18

00:03:50.890 --> 00:03:57.900

Christopher Rosselot: Now, before we introduce our speaker today, we're gonna run one quick poll just to help us shape future learning.

19

00:03:58.210 --> 00:04:04.539

Christopher Rosselot: So, here's the poll. How often do you use AI tools to support your own learning?

20

00:04:05.440 --> 00:04:07.730

Christopher Rosselot: And while you're filling out that poll.

21

00:04:07.980 --> 00:04:12.560

Christopher Rosselot: I'll let you do that. And I'm also going to introduce our speaker.

22

00:04:12.670 --> 00:04:16.499

Christopher Rosselot: Today, we're fortunate to have Helen Lay joining us.

23

00:04:16.740 --> 00:04:34.600

Christopher Rosselot: Helen Lay is a management analyst at the County of San Mateo in California, supporting the County's Chief Fiscal officer, ensuring timely budget and legislative delivery while advancing new initiatives. With 15... over 15 years of experience across government, nonprofit, and private sectors.

24

00:04:34.600 --> 00:04:37.490

Christopher Rosselot: Including Capitol Hill and California agencies.

25

00:04:37.490 --> 00:04:46.059

Christopher Rosselot: Helen specializes in public affairs, community engagement, and building partnerships around sustainability, public health, and economic development.

26

00:04:46.160 --> 00:04:54.739

Christopher Rosselot: If you want to read her full bio, you can check that out in the resources tab at the bottom of your Zoom screen, and by heading to the speakers section.

27

00:04:55.060 --> 00:04:59.020

Christopher Rosselot: Welcome, Helen, it's lovely to have you here.

28

00:05:00.590 --> 00:05:16.819

Christopher Rosselot: I'll now hand over to you for the next 15 minutes before a short Q&A, as we just have 30 minutes today. So, while Helen is presenting, please make sure to submit your questions for Helen in the Q&A tab, and we'll get to those after Helen presents. Helen?

29

00:05:16.920 --> 00:05:18.039

Christopher Rosselot: The floor is yours.

30

00:05:18.910 --> 00:05:22.940

Helen Lei: Thank you so much, Chris. I'm just trying to...

31

00:05:24.010 --> 00:05:32.749

Helen Lei: let me pull up my presentation, but thank you everyone for having me today. It's so exciting.

32

00:05:33.720 --> 00:05:37.500

Helen Lei: For me to have, such a global audience.

33

00:05:51.750 --> 00:06:00.980

Helen Lei: Perfect. So today, I have a very brief presentation, but I would like to go over my agenda. So.

34

00:06:01.090 --> 00:06:11.049

Helen Lei: Chris did a great job of introducing me today, but I would also like to go over a bit of my technical background to give you a context for my presentation.

35

00:06:21.870 --> 00:06:33.120

Helen Lei: bit of my background to go over my presentation, go over some budget themes, some strategies to win budget meetings, and lastly, I would like to go over

36

00:06:33.120 --> 00:06:56.520

Helen Lei: my resources for today. So first, briefly about me, I have served in a public capacity for the last 15 years. My background is actually not in fiscal, but it's in a lot of programming and policy work. Currently, in my role as a budget analyst for the county, I serve the CFO as well as

37

00:06:56.840 --> 00:07:00.539

Helen Lei: Multiple departments in the criminal justice field.

38

00:07:00.790 --> 00:07:15.309

Helen Lei: The organization I serve is based in the Bay Area in California. There's a population of about 770,000 residents. We have a staff of over 5,000, and the county covers

39

00:07:15.510 --> 00:07:31.170

Helen Lei: 20 cities within the Bay Area. The budget for our current fiscal year was \$5.5 billion, and the departments that I oversaw developed a budget of over \$400 million. So with that being said.

40

00:07:31.360 --> 00:07:36.140

Helen Lei: I just want people to acknowledge the scope of the budgets that I handle.

41

00:07:36.180 --> 00:07:50.830

Helen Lei: Previously, I also worked as a... serves as a Housing and Human Services Commissioner for the City of Sunnyvale, also based in California. So, with that said, I just want to share that

42

00:07:50.850 --> 00:08:09.849

Helen Lei: I have a background in both being staff, presenting budget proposals, but also as a commissioner, reviewing grant applications and offering staff recommendations on which applications to move forward. So I just wanted to provide this context to let you know that even if

43

00:08:10.200 --> 00:08:16.509

Helen Lei: We as staff present proposals that are very strongly worded and well-researched.

44

00:08:16.690 --> 00:08:20.700

Helen Lei: Due to the economic, political, or social climates.

45

00:08:21.310 --> 00:08:29.549

Helen Lei: some of these proposals might not be able to move forward because of limited resources. However, I feel that by...

46

00:08:29.630 --> 00:08:49.499

Helen Lei: presenting a proposal that has a good breakdown of the different fiscal resources that are required, we can always take and remove certain aspects so that our budget proposals can fit into the budget constraints for that fiscal year, or we can

47

00:08:50.210 --> 00:08:55.170

Helen Lei: Change it so that it's a pilot program and provide that

48

00:08:55.330 --> 00:09:00.680

Helen Lei: piece of legislation, or that policy, or that program, allow that to move forward.

49

00:09:01.820 --> 00:09:02.850

Helen Lei: So...

50

00:09:03.230 --> 00:09:22.429

Helen Lei: I mentioned some budget themes. For me, I have noticed that in the US and in Canada, a lot of times an organization's budget book is actually a good blueprint of how the organization is run on a very high level. I have read some UK and some

51

00:09:22.610 --> 00:09:37.280

Helen Lei: other countries' budget books, and I don't see the same structure as I see in the US and Canada books, but I also do recommend, if you ever have to work with another organization or learn about something in a very fast

52

00:09:37.370 --> 00:09:51.639

Helen Lei: pace environment to take a look at their budget books, for that high-level, context on what their policy priorities are, as well as where their fiscal

53

00:09:52.020 --> 00:09:53.380

Helen Lei: background is

54

00:09:53.850 --> 00:10:05.459

Helen Lei: Secondly, I want to emphasize the importance of communication between fiscal policy and program. Me, myself, I come from a policy and program background. However.

55

00:10:05.720 --> 00:10:08.790

Helen Lei: Serving as a fiscal analyst, my main

56

00:10:08.930 --> 00:10:17.009

Helen Lei: My main job is really to facilitate communication between fiscal policy and program, and make policies

57

00:10:17.350 --> 00:10:26.320

Helen Lei: understandable in all... all contexts. So, in order to create a successful budget for a budget year, or

58

00:10:26.510 --> 00:10:42.210

Helen Lei: to monitor a budget, it's really important to make sure that all of these teams speak to each other and have open dialogue, because at the end of the day, we cannot get successful outcomes from programs that are under-resources.

59

00:10:42.210 --> 00:10:51.229

Helen Lei: Under-resourced. And in order to get resources, we really have to advocate with our fiscal and policy partners, to do this.

60

00:10:53.250 --> 00:11:08.910

Helen Lei: And also, for government budgets, we all know that we need to have a balanced budget at the end of the year. What does that mean? That means resources have to equal the expenses that we have for each fiscal year, and with that.

61

00:11:09.010 --> 00:11:21.760

Helen Lei: there's a lot of creativity that we can utilize. With budgets, we have a lot of different buckets of funding, but it's up to staff to be creative about how we utilize this funding. A lot of funds

62

00:11:21.930 --> 00:11:22.970

Helen Lei: are...

63

00:11:23.110 --> 00:11:40.920

Helen Lei: are restricted, some are unrestricted. It's us... it's on us as staff to understand and research all of the different funding sources, and be creative, and to maximize and utilize the funding in the highest possible way... best way.

64

00:11:41.000 --> 00:11:45.070

Helen Lei: So that's where the art of budgeting comes. So...

65

00:11:45.440 --> 00:11:56.769

Helen Lei: It doesn't matter if you have an accounting background, you have to be able to manipulate budgets so that you can work... use the funds to work for your community.

66

00:11:57.090 --> 00:12:16.520

Helen Lei: And lastly, I want to go back to the budget cycle. I understand that today's presentation is mostly about budget formulation and budget approval. How do we form a budget? How do we prepare something that we can use as an estimate throughout the year? And how do we get it approved by the decision makers and stakeholders?

67

00:12:16.520 --> 00:12:31.409

Helen Lei: But I also want to talk about budget execution. This is also a step that requires all three teams, the fiscal, the policy, and the program team, and budget oversight, which is monitoring our budget, making sure that our actuals and our budget

68

00:12:31.810 --> 00:12:43.799

Helen Lei: Budget, the gaps aren't too large, and if there are gaps in funding, how do we move our levers in order to make sure that at the end of the year, we have a balanced budget?

69

00:12:44.050 --> 00:12:57.600

Helen Lei: So, with that said, I just want to remind everyone that the budget process is not just one and done. It's something that we work on and we look at throughout the year to make sure that, we end the year

70

00:12:57.810 --> 00:13:00.200

Helen Lei: balanced. And...

71

00:13:00.600 --> 00:13:13.449

Helen Lei: The budget that you prepared this year, we're going to re-look at next year, and review to see where the gaps are, and how do we, estimate the gaps for the next budget, so that,

72

00:13:13.840 --> 00:13:18.740

Helen Lei: It's more precise, because a budget at the end of the day is an estimate, is a guess.

73

00:13:20.560 --> 00:13:26.860

Helen Lei: So now I want to go over the three strategies, for budget approvals. So the first is

74

00:13:26.860 --> 00:13:45.710

Helen Lei: research and prepare. It's really important that we do as much as we can before the budget meeting. Second, please frame and align your goals so that it works for the organization. And lastly, it's really important to communicate effectively to all parties.

75

00:13:46.050 --> 00:14:04.309

Helen Lei: So first, research and prepare. I think it's always important to research the current environment, prepare your proposals. So that being said, fiscal estimates is very important. If you have different parts to your budget proposals, such as staff, salaries, and benefits.

76

00:14:04.340 --> 00:14:15.569

Helen Lei: supplies, rent, please break it down. As I mentioned before, because we're in a tight fiscal climate, having these broken down

77

00:14:15.940 --> 00:14:28.500

Helen Lei: Allows both decision makers, stakeholders, and you, yourself, to take and choose which areas or priorities and move forward if there's not enough budget for your whole program.

78

00:14:28.780 --> 00:14:47.470

Helen Lei: Next, I think it's really important to create SMART goals. These are specific measurable, achievable, relevant, time-bound performance measures to measure program outcomes. I think this does two tasks at once. First, it shows the decision makers and the executives that you have

79

00:14:47.470 --> 00:14:55.539

Helen Lei: thought out this program and its impacts on the population that you serve. Secondly, this provides

80

00:14:55.580 --> 00:15:10.349

Helen Lei: measurable outcomes that are very time-bound, so if this is a new program, it can track it, and you can report on the results. This will make it

81

00:15:11.130 --> 00:15:21.980

Helen Lei: This will be very helpful when you reapply for grant funding for the next year, if you have these smart performance measures really available.

82

00:15:23.270 --> 00:15:30.260

Helen Lei: So I can't say more about SMART goals. I really think they're really handy, for the most part.

83

00:15:31.030 --> 00:15:38.929

Helen Lei: So secondly, I recommend framing and lining your goals in your proposals. So I always ask myself, what are the current

84

00:15:39.330 --> 00:15:50.840

Helen Lei: priorities and goals of the organization right now? What are the current goals and priorities of my organization, and how can I make my service program or

85

00:15:51.330 --> 00:15:54.529

Helen Lei: Service program or policy.

86

00:15:55.030 --> 00:16:05.230

Helen Lei: add to the organization's greater goal? How can I frame it? I think a lot of times, if you're able to frame it, it's more appealing to the decision makers.

87

00:16:07.990 --> 00:16:12.090

Helen Lei: Lastly, I want to talk about communicating effectively.

88

00:16:12.100 --> 00:16:31.969

Helen Lei: As I spoke before, communication should happen throughout the budget process between fiscal policy and program, but even more importantly, when it comes to getting your budget approved, it's important to communicate with your decision makers and with your executives well before the budget meeting.

89

00:16:31.970 --> 00:16:38.200

Helen Lei: Communication during the budget meeting is... is... is necessary as well, but

90

00:16:38.370 --> 00:16:54.920

Helen Lei: I think a lot of senior leaders do not want to be blindsided, so having those initial conversations and making sure that they understand your intent for the year is great, just to make sure that they're not caught off guard during the actual meetings.

91

00:16:54.920 --> 00:16:59.539

Helen Lei: I would also say it's important to budget your,

92

00:16:59.550 --> 00:17:15.299

Helen Lei: budget meetings, craft your budget requests in a story narrative. So... and that goes back to the importance of preparation and research. A lot of times, we only present, numbers and figures, but it's also important to

93

00:17:15.339 --> 00:17:24.629

Helen Lei: Present, stories and narratives and testimonials from past clients of similar programs or from case studies.

94

00:17:25.319 --> 00:17:29.980

Helen Lei: Lastly, if you do get your budget requests,

95

00:17:30.230 --> 00:17:39.080

Helen Lei: approved. I think it's very important to continue to update the public and your sponsors on the budget item. Performance measures, any updates?

96

00:17:39.210 --> 00:17:50.619

Helen Lei: Communication is key, and it really helps to strengthen transparency with governments, and also build trust among your community.

97

00:17:51.620 --> 00:17:56.830

Helen Lei: And lastly, I want to talk about some additional resources that I found helpful myself.

98

00:17:57.060 --> 00:18:11.209

Helen Lei: So one thing is the Government Finance Officer Association. This is a global organization, and they have some really good best practices, as well as, different resources

99

00:18:11.550 --> 00:18:23.840

Helen Lei: that come out in a timely manner, for any emerging government trends in the public finance sector. The second book that I really want to recommend is Practical Government

100

00:18:23.840 --> 00:18:33.459

Helen Lei: Budgeting. So this book is phenomenal. It provides you a guided walkthrough of budgets, as well as breaking down budgets.

101

00:18:33.460 --> 00:18:47.259

Helen Lei: how you can create your own budgets, and it has a lot of exercises. I really recommend this, especially for someone new to budgeting. Lastly, I want to provide you with my contact information if anyone wants to reach out.

102

00:18:47.340 --> 00:18:58.289

Helen Lei: been, so good starting my morning with everyone, and I hope you find, purpose, and I hope you guys all good luck in your budget meetings.

103

00:18:58.510 --> 00:19:01.210

Helen Lei: Thank you so much,

104

00:19:02.050 --> 00:19:05.959

Helen Lei: Chris, I'm going to pass it back to you.

105

00:19:06.990 --> 00:19:24.389

Christopher Rosselot: Fantastic. Thank you, Helen, for sharing those recommendations with us. And one of the notes that you started with about, you know, if you're entering a new organization or a new context, even just taking a look at the budget book to get a sense of how the organization functions, I think is a really, really helpful note.

106

00:19:24.720 --> 00:19:41.069

Christopher Rosselot: As we move on into the Q&A, please remember to keep dropping in any questions that you have for Helen in that Q&A. And just before we dive into those questions, I want to let you know that we've also created a great follow-on resource to today's topic that we think you'll find useful.

107

00:19:41.110 --> 00:19:49.700

Christopher Rosselot: This is a bite-sized teaser lesson from one of our most popular courses at Apolitical, packed with practical ways to influence upward when you need a senior decision.

108

00:19:49.760 --> 00:19:56.749

Christopher Rosselot: Those of you who joined for our previous event, How to Get What You Need from Senior Leaders, may have already received this resource.

109

00:19:56.750 --> 00:20:12.170

Christopher Rosselot: But to receive your link to this course teaser, go to the Life and Government community after this event, and leave a comment on the post pinned at the top of the page. We'll just, we'll send you the resource by email after the event. My colleague has also posted a link to the thread in the chat.

110

00:20:12.370 --> 00:20:35.439

Christopher Rosselot: Okay, on to the Q&A, and I can see we're getting some questions, coming in. I think we'll start with the question from Melissa. So, Melissa asks, what are some recommendations on requesting a job scope review to have an increase in salary in this climate? And I think maybe we can also expand that to just making the case for staff budgets in this climate. Wondered if you wanted to touch on that, Helen.

111

00:20:36.440 --> 00:20:42.649

Helen Lei: Yes, I think, that's a challenging one. I think with U.S. governments.

112

00:20:43.170 --> 00:21:00.010

Helen Lei: It's a challenge to, make that proposal, just because once, your salary... once a position is on our budget books, it's really hard to take it away, and for, proposals.

113

00:21:00.070 --> 00:21:11.250

Helen Lei: proposals for new positions, we actually have to go through an elected board before that position becomes permanent. So it's a very challenging one. I think,

114

00:21:11.480 --> 00:21:23.160

Helen Lei: I would actually look at how your position is, set up in the system, because a lot of positions, depending on,

115

00:21:23.370 --> 00:21:34.389

Helen Lei: what type of position it is, and how it was added onto this master salary resolution. There's actually some leeway. For example, sometimes

116

00:21:34.490 --> 00:21:51.949

Helen Lei: salaries have a larger range, wider range, and it's much easier to add it on. And other times, I think, on a more technical aspect, you would have to do a formal request with the HR, even prior to the

117

00:21:52.130 --> 00:22:03.749

Helen Lei: the budget submission. But in this current climate, I think one of the things that I would highly recommend is show value... show value in

118

00:22:04.210 --> 00:22:07.709

Helen Lei: having this higher level, what...

119

00:22:07.730 --> 00:22:27.360

Helen Lei: what kind of services, what kind of programs would this new position provide for the organization? How would it make it more efficient? How would you be able to allow the organization to thrive more by adding this position? Salary requests, oftentimes, it's a very difficult

120

00:22:28.010 --> 00:22:38.740

Helen Lei: Requests, especially when a lot of governments right now, they're cutting budgets across the board. But...

121

00:22:39.260 --> 00:22:57.840

Helen Lei: Melissa, I would highly recommend just going back and drawing conclusions, drawing gaps, and seeing how you can utilize this position as a value add, and how this position can possibly help the organization move forward in some of its goals.

122

00:23:00.340 --> 00:23:19.549

Christopher Rosselot: Thanks, Helen. One of the things you talked about was smart goals and time-bound goals. Sometimes, outcomes take time to show. One of the questions that we got from an attendee before the event was, how do you frame a budget request when outcomes take time to show?

123

00:23:20.410 --> 00:23:23.420

Helen Lei: Yes, so that's a great one. I think...

124

00:23:23.720 --> 00:23:28.170

Helen Lei: Oftentimes we don't have these goals, but however, I wanna...

125

00:23:28.360 --> 00:23:43.579

Helen Lei: say that's where research and preparation comes in handy, because a lot of times what we do in our government is not something new. We share a lot of information within the public sector, and I feel like

126

00:23:43.590 --> 00:23:51.439

Helen Lei: When you take case studies and draw conclusions from those, it helps in terms of

127

00:23:51.870 --> 00:23:56.260

Helen Lei: Showing impact, and also showing a proof of concept.

128

00:23:56.570 --> 00:24:11.749

Helen Lei: I think I also mentioned it during my presentation, but in these times where there's limited resources available, it's really helpful to be able to tailor your budget request, so if you don't have the outcomes

129

00:24:13.040 --> 00:24:19.080

Helen Lei: to a level that, decision makers feel comfortable, maybe you could offer a case study and say.

130

00:24:19.420 --> 00:24:36.069

Helen Lei: we could do a pilot program. Governments love pilots because it gives you results in a short amount of time. So I would highly recommend do your research, do case studies, do pilot programs, and show results, and have those smart

131

00:24:36.100 --> 00:24:40.080

Helen Lei: SMART goals, so that you could measure these results in a timely manner.

132

00:24:41.280 --> 00:24:48.239

Christopher Rosselot: And that perfectly segues into a question that someone else just asked about case studies. How do you demonstrate

133

00:24:48.240 --> 00:25:01.299

Christopher Rosselot: Qualitative detail, or, you know, the qualitative importance of something that you're suggesting a budget for, so that you can positively influence others to understand the value of supporting that project.

134

00:25:02.980 --> 00:25:17.759

Helen Lei: That's a really good question. So, qualitative, right? So, I... I think qualitative, you have to go into stories and testimonials. I think for... for me as a budget analyst,

135

00:25:17.920 --> 00:25:19.370

Helen Lei: we always...

136

00:25:20.120 --> 00:25:37.860

Helen Lei: try to tell the story of the impact of our programs. I think when people think of budget books, they think of numbers, they think of Excel sheets, but it's really the stories that touches people. So, for the County of San Mateo, we actually produce something

137

00:25:38.420 --> 00:25:53.449

Helen Lei: in addition to our regular budget books, it's a children, family, and youth budget book. This is a two-year publication, and in this book, we don't only show the numbers and the impacts of our programs, we actually go back

138

00:25:53.580 --> 00:26:09.760

Helen Lei: and have all the departments reach out to the clients and get those stories and get those testimonials about how these programs has influenced their lives. So these programs range from working with foster youth to housing to homeless youth.

139

00:26:09.760 --> 00:26:20.199

Helen Lei: And I think it just shows a different dimension of budgets. We have a lot of photos as well. I highly recommend every... everyone to take a look at this. This is...

140

00:26:20.500 --> 00:26:27.790

Helen Lei: amazing publication, and it showcases, the different stories and lives impacted by the dollars.

141

00:26:30.040 --> 00:26:47.319

Christopher Rosselot: Perfect, and maybe we can follow up, with that afterwards. Someone just submitted a question asking finances separate from policy in my organization, so we can demonstrate the value in policy, but have limited levers to find the budget to support proposals.

142

00:26:47.320 --> 00:26:54.349

Christopher Rosselot: Can you suggest any mechanisms to better understand the financial position, or suggest creative ways of finding and using budget?

143

00:26:56.170 --> 00:26:57.450

Helen Lei: I think it's...

144

00:26:58.020 --> 00:27:16.330

Helen Lei: very important to create a relationship and foster a relationship with your finance team, just because in order to get our program supported, so one of the things that our county has implemented is really having,

145

00:27:16.390 --> 00:27:25.789

Helen Lei: Mix and mingle events with, finance team and program team and policy team. Another,

146

00:27:26.040 --> 00:27:36.879

Helen Lei: opportunity is to have people like myself, who work as a liaison with all three teams, to facilitate that kind of conversation. Because in order to.

147

00:27:37.110 --> 00:27:38.020

Helen Lei: have...

148

00:27:38.220 --> 00:27:53.860

Helen Lei: outcomes and have success in your department, it's really important to utilize finance, because they are the ones that understand different fundings, funds available to you, and it's important to use that creativity to

149

00:27:54.210 --> 00:27:56.719

Helen Lei: Give the most public impact.

150

00:27:59.490 --> 00:28:13.599

Christopher Rosselot: Perfect. Thank you so much, Helen. We've had some incredible wisdom from Helen, and I'd like you all to join me in giving her a virtual round of applause, for sharing with us, for answering your questions. So please join me in that virtual round of applause.

151

00:28:13.790 --> 00:28:28.210

Christopher Rosselot: Awesome. And most importantly, that applause goes to you, as well. Thank you, to you, our audience, for investing and learning and being so engaged in this topic, one that's pretty relevant to a lot of folks right now.

152

00:28:28.210 --> 00:28:38.770

Christopher Rosselot: The team is going to pull up a quick poll to find out how you felt about today, which will help us continue improving our content, and we really appreciate your responses to this poll.

153

00:28:39.550 --> 00:28:54.809

Christopher Rosselot: Before you go, and while you're responding to that poll, I want to share a few more events that you can register for to join us again soon. If you're not available to be there live, remember that you can always register for the event in order to get the recording sent to you whenever suits you.

154

00:28:54.860 --> 00:29:00.760

Christopher Rosselot: Next week, we have Career Moves, How to Interview Excellently on Acing Government Interviews.

155

00:29:00.880 --> 00:29:15.579

Christopher Rosselot: For another quick 30-minute event like today's, we have How to Prioritize When Everything Feels Urgent, coming up in two weeks. And in June, we have Creating Safe Space for New Ideas in a Risk-Averse Culture on Government Innovation.

156

00:29:16.330 --> 00:29:25.669

Christopher Rosselot: That's all we have time for today. We hope you found it helpful, and we want to say a huge thank you to Helen, to you, our audience, to everyone who's made today happen.

157

00:29:25.790 --> 00:29:38.790

Christopher Rosselot: And keep an eye out for the email coming your way with today's recording and resources. Don't forget to comment under my post in the Life and Government community, and throw in any additional questions you may have that weren't answered today.

158

00:29:38.900 --> 00:29:44.979

Christopher Rosselot: We hope to see you at another apolitical event again very soon. Have a great day. Goodbye.