NARFE Elevator Speech

An elevator speech is simply a summary – or the best possible way to present NARFE and the value of membership within a limited amount of time. We seldom have the luxury of a relaxed, extended discussion with a potential NARFE member. Instead, it is the hurried pitch to busy attendees of a health fair or a brief, chance encounter with a newly discovered co-fed. A clear, highly focused elevator speech makes certain that the limited time is used most wisely.

The best speech will be based on answering four key questions:
- What is NARFE?
- What does NARFE do?
- What are the benefits of NARFE membership?
- Why should I join?

The following benefits can be used to demonstrate the value of NARFE as you tailor your speech to your audience.

NARFE is the National Active and Retired Federal Employees Association. It is the only organization solely dedicated to protecting and preserving the pay and benefits of all federal workers and retirees.

NARFE has two primary roles:

- **Your legislative voice.** In-house, influential lobbyists advocate on Capitol Hill on behalf of the federal community.

- **Your information resource.** NARFE provides clear information and trusted guidance on complex federal benefits issues.

As a member of NARFE, you receive:

- *narfe* magazine — the primary source of information and guidance on critical legislation and benefit issues.

- Access to a team of federal benefits specialists for answers to complex benefits questions.

- FREE access to webinars and online resources to help you make the most of your federal benefits.

- Legislative alerts on issues that impact the federal community. NARFE's online Legislative Action Center gives you easy access to your member of Congress.

- Member-only discounts on many products and services that you use regularly. NARFE members also are eligible for disaster relief grants, and family members may qualify to compete for college scholarships.

When you join NARFE, you will help protect your earned pay and benefits, get trusted answers to complex pay and benefit questions, and support the federal community.