

## 30-MINUTE MEETING FLOW

<p><b>0–2 MIN</b> <b>Opening</b></p> <p>Thank them. Establish credibility. Frame positively.</p>	<p><b>2–7 MIN</b> <b>WHO Is Concerned</b></p> <p>695+ AI scientists and notable figures. Show CAIS signatory list.</p>	<p><b>7–14 MIN</b> <b>Key Concepts</b></p> <p>"AI is grown, not built." Racing to superintelligence. No safety guarantees.</p>	<p><b>14–22 MIN</b> <b>Solutions</b></p> <p>Public support is clear. Other countries acting. Historical models work.</p>	<p><b>22–30 MIN</b> <b>Q&amp;A / Ask</b></p> <p>Listen actively. Adapt. Make the ask. Request introductions.</p>
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## MEMORABLE PHRASES

- "AI is grown, not built — even the creators don't fully understand how it works."
- "A restaurant owner has more legal obligations than an AI developer."
- "If there's a 10% chance the airplane crashes, you don't fly."
- "Mark my words, AI is far more dangerous than nukes. Far. So why do we have no regulatory oversight? This is insane." — Elon Musk
- "No country wins if any company achieves uncontrolled superintelligence."

## DO'S AND DON'TS

<p><b>DO</b></p> <ul style="list-style-type: none"> <li>Lead with WHO is concerned, not your own claims</li> <li>Show the CAIS signatory list — let the names land</li> <li>Focus on solutions, not just problems</li> <li>Be specific about what you're asking for</li> <li>Offer coffee / build a relationship</li> <li>Say "I don't know" when you don't</li> <li>Watch for what they write down</li> <li>Ask for introductions to colleagues</li> </ul>	<p><b>DON'T</b></p> <ul style="list-style-type: none"> <li>Assume technical knowledge</li> <li>Use jargon without explaining it</li> <li>Lead with doom — stay solutions-focused</li> <li>Change your message per audience</li> <li>Dominate the conversation — listen</li> <li>Be condescending or alarmist</li> <li>Give up after one failed outreach</li> <li>Rush through without connecting as humans</li> </ul>
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## LESSONS FROM 140+ BRIEFINGS (LETICIA / CONTROLAI)

- Competence over confidence.** Being willing to say "this isn't my area" is more disarming than sounding sure about everything.
- Don't leave them with just a huge problem.** Always have an actionable next step ready. "What can I do about it?"
- Persist.** 1 in 3 took a public stance after hearing the case. Early pushback ("nobody will sign with the word extinction") was wrong.
- Don't overindex on early feedback.** Small sample size ≠ truth. Adapt, but don't overcorrect.
- Staffers are gold.** Best place to test new arguments. They're candid about what works and what doesn't.
- Grab the coffee.** If they offer, say yes. You're building a relationship, not delivering a pitch and running.

## KEY STATS TO DROP

- 97% of Americans agree AI needs rules (Gallup/SCSP, 2025)
- 10-25% chance of civilizational catastrophe — per Anthropic CEO
- 695+ AI scientists and notable figures signed the CAIS extinction risk statement
- 136K+ signed the Statement on Superintelligence (FLI)
- 91 countries acknowledged AI risks require international action (New Delhi Declaration, Feb 2026)
- Zero US federal safety requirements for AI development

## RESOURCES

**Democracy in Practice**  
 [dip.torchbearer.community](https://dip.torchbearer.community)  
 Citizen-driven advocacy training and resources for meeting with legislators on AI existential risks.

**CONTROLAI** **What ControlAI Learned from Briefing 140+ Lawmakers**  
 Lessons from 140+ congressional briefings on AI safety.

[alontorr.es/dip-printout](https://alontorr.es/dip-printout)  
 Download and share these briefing materials

## COMMON PUSHBACKS — QUICK REFERENCE

THEY SAY	CORE RESPONSE
"Sounds like science fiction"	The people BUILDING it are the ones warning. Nobel laureates, Turing Award winners, and CEOs of the companies making this technology. → <i>Technologies that seem impossible become real fast. Nuclear fission went from lab curiosity to Hiroshima in under 7 years.</i>
"Experts disagree"	They disagree on HOW risky (10–50%) and HOW SOON (2–10 years), not WHETHER. Even the floor is 10%. → <i>10% airplane crash analogy</i>
"CEOs are just hyping"	Hinton quit Google to warn. Employees forfeited millions to speak out. If this were about investment, they'd downplay risks, not acknowledge them. "Extinction risk" isn't a sales pitch.
"More immediate problems"	Companies say 2–3 years to human-level AI. By then it affects ALL problems. Frameworks take years to negotiate — start now. → <i>Climate change lesson</i>
"Regulation stifles innovation"	Only the most powerful systems. Pharma regulation made people trust drugs. Aviation standards made people willing to fly. → <i>Nuclear power near cities</i>
"China won't cooperate"	If ANY country creates uncontrolled superintelligence, everyone loses. START worked during Cold War. Conditional treaties activate when enough join. → <i>Montreal Protocol got 197 countries</i>
"Just program it safe"	AI is grown, not programmed. Creators understand ~3%. "Black boxes." Systems already attempting to avoid shutdown and copy themselves.
"It's just a tool"	Companies aren't building tools — they're building AGENTS that pursue goals autonomously. Competitive pressure → ceding decisions to systems we don't understand.
"Can't stop progress"	We ban bioweapons, chemical weapons, CFCs. We choose which tech to allow. A few hundred people in Silicon Valley shouldn't decide for all humanity.
"Couldn't even regulate social media"	Exactly! That's what happens when you regulate AFTER deployment. Pharma, nuclear, aviation all set standards BEFORE. We still have that window for AI.
"The board will stop it"	Do boards always prevent harm? OpenAI's board tried to slow down — was overridden in days. That's why we need external oversight.

## KEY ANALOGIES

<p><b>Pharmaceuticals</b></p> <p>Years of safety testing before market. Safety regulation enabled trust, not hindered it.</p>	<p><b>Nuclear Power</b></p> <p>Strict safety standards enabled civilian use near cities. Same principle — safety = adoption.</p>
<p><b>10% Airplane</b></p> <p>If 10% crash rate, you don't fly. Even optimistic AI risk estimates are ~10%.</p>	<p><b>Banned Technologies</b></p> <p>Bioweapons, chemical weapons, CFCs — all banned by treaty despite being feasible. We choose.</p>
<p><b>START Treaties</b></p> <p>International cooperation worked during Cold War. Conditional treaties solve the coordination problem.</p>	

## THE ASK

- 1. Request a briefing** — classified from ODN1 on AI risks; policy briefing from ControlAI (max.hz@controlai.com).
- 2. Prohibit superintelligence** via natsec authorities (DoD, DHS, DNI). 64% support. Former NSA + former CJCS signed.
- 3. International treaty** — prohibition enforced via IAEA-like body using chip supply chain.  
 No one wins if anyone builds uncontrolled superintelligence.