If an opposing sound bite or phrase evokes a familiar American story, one that implies a commonly accepted set of moral or social values:

1. Construct your own phrase or metaphor to evoke a different, but equally familiar American story, one that implies your set of moral values.

Example: If they say "regulations," you say "rules," because rules evoke the idea of fairness.

2. Tweak their phrase in a meaningful way by changing it just enough to evoke a different but equally familiar American story. It should be one that implies a set of moral values that will carry your message. This technique is a bit riskier because the tweak must create a genuinely different feel than your opponent's sound bite. Too close to the original and you will just be helping your opponent by reminding everyone of what they said, not what you want to convey.

Example: If they say "stay the course," you say "change course."

3. Create a brand new combination of frames. This method is often used for calling attention to issues still outside much public awareness.

Example: If they say "gun control," you say "gun safety."

GROW YOUR IMPACT!
Make your messages more powerful for Climate Action PSAs and other vital issues

Framing #ClimateDamage for the #ClimateHoldouts

General climate action lobbying: Say "we want climate-safe profits," & "we want to cut climate-damage costs!"

Energy policy lobbying: Say "We want #CleanEnergy," instead of "green energy." All Americans want to be clean.

#ClimateCrisis: Say "Global Overheating," or "Climate Overheating," not "warming." "Warming" sounds kind of nice and cuddly, so it's weak, weak, weak!

#ClimateChange: Say "Stop costly new climate damage! Restore the rules that protect us!" or say "Make new rules to cut carbon! Never say "regulations." DOA! Fossil fuel companies pay a fee. Citizens get reimbursed for higher prices. For more info, see: Citizens Climate Lobby

#Carbon rules: Say "We want a Carbon fee & Dividend rule!" Never say "carbon tax!" It isn't one, and you can kill the rule by calling it a tax!" See more frames suggesting for climate action and a wide variety of other issues, visit VIP Frames, in the News Section of the Metaphor Project.

WORDS MATTER!
Framing: Choosing the most powerful words

American Change Language

- Innovate • progress • improve
- positive • new • good • better

More words and phrases for change

American Breakthrough Language

- spark • turbocharged • synergy • powerful • transforming • invigorating

More words and phrases for breakthrough

Counter-Framing Rules of Thumb

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Example: If you say "regulations," you say "rules," because rules evoke the idea of fairness.

2. Tweak their phrase in a meaningful way by changing it just enough to evoke a different but equally familiar American story. It should be one that implies a set of moral values that will carry your message. This technique is a bit riskier because the tweak must create a genuinely different feel than your opponent's sound bite. Too close to the original and you will just be helping your opponent by reminding everyone of what they said, not what you want to convey.

Example: If they say "stay the course," you say "change course."

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Example: If they say "gun control," you say "gun safety."

Learn more about counter framing.

Climate Framing

See Framing #ClimateDamage for the #ClimateHoldouts to learn more

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