# AGENDA

## Session: 1

<table>
<thead>
<tr>
<th>Activity</th>
<th>Time</th>
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<tbody>
<tr>
<td>Activity 1: Opening</td>
<td>10 mn</td>
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<tr>
<td>Activity 2: Don’t lose face</td>
<td>20 mn</td>
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<tr>
<td>Activity 3: It’s in the bag</td>
<td>25 mn</td>
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<td>Activity 4: Closing</td>
<td>05 mn</td>
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<td><strong>Total Time</strong></td>
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## Session: 2

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SESSION 1

PHASE 1:

ACTIVITY 1: INTRODUCTION TO PHASE 1

OBJECTIVES
By the end of this session, participants will have:
   ● Reviewed the goal of the session

TIME
5 minutes

PREPARATION
   ● Write down a session agenda on a flipchart paper
   ● Set up U-shape seating on floor, mats, or chairs

MATERIALS
   ● Flipchart
   ● Marker
   ● A ball

METHODS
   ● Large group discussion
STEPS

1. Welcome participants- 1 minutes
Thank participants for their commitment to join the session.

Say:
Hello, I am.....(put facilitator’s name). I am a CCWC member from.....village (put the name of the village where facilitator comes from).

2. Present session goal – 2 minutes
Ask: How many of you already have a latrine? Raise your hand.

Say:
OK, well, the reason I am here is to discuss the importance of building or buying a latrine for you, your family, and your community.

3. Presenting session Agenda – 2 minutes
Hang up a flipchart of session agenda (or if there is no flip chart, just say the agenda to participants).

<table>
<thead>
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Go through the agenda of the session.

Show the ball and say:
I want us to have a lively discussion today and for everyone to have a chance to share their views. Here is a ball. When it is quiet, sometimes I will throw the ball to individuals and this means it is your chance to talk.

Tip to Facilitators:
The first time that you use the ball to encourage someone to talk, remind them of the purpose of the ball.
ACTIVITY 2: DON'T LOSE FACE!

OBJECTIVES
By the end of this session, participants will have:

- Recognized three different familiar situations where someone loses face because she/he lacks a latrine
- Related to embarrassing situations in real life

TIME
20 minutes

PREPARATION
- Write Key Message on the flip chart “Having a toilet, helps you save face”

MATERIALS
- Puzzle Story 1: Visiting Relative
- Puzzle Story 2: Daughter and her privacy
- Puzzle Story 3: Upset Neighbor

METHODS
- Brainstorming
- Small group discussion
- Puzzle game
1. Introduction - 3 minutes
Say:
We are going to play a game called “Don’t lose face”. It is a fun game that will be a way for us to talk about everyday events in our village.

Ask:
- Have you ever been seen taking a shit outside?
- Describe the experience, what happened?
- How did you feel when that happened?

Let 2-3 participants share ideas and experiences. If quiet, throw the ball to a participant to encourage discussion.

Say:
Thank you for sharing your view.

Hold up each Puzzle Story briefly for everyone to see.

Say:
These are the three different puzzle stories. I will divide all of you into three different groups. I will give each group one puzzle. Each group needs to put the pieces together and form the puzzle. After, we will do a reflection and analyze in more detail each story.

Ask participants if they have any questions before playing the game.

2. Play Puzzle Game - 5 minutes
[Insert visual: How to assign three groups when sitting in U-shape seating]
Form Group:
- Facilitator will group participants into 3 groups
- Give each group ONE puzzle set
- Tell each group to put the pieces together and form a puzzle for 5 minutes.
- Circulate and help groups assemble puzzles in correct order
[Insert visuals: 3 puzzles in correct order]

3. Reflection - 10 minutes
Say:
The game is over now. Thank you very much for your participation. We are now going to discuss the activity you just played.

Ask:
- What happened in each story?

Invite one representative from each group to hang up their completed puzzle story and describe what happened in each story. After their presentation, ask the representative to hang their puzzle story on the wall. If no wall, they can lay the puzzle story on the floor or mat.
Tip to facilitators:
Puzzle 1: A daughter ashamed [Insert thumbnail of Frame 1 of Puzzle 1]

- **Piece 1:** A daughter is combing her hair
- **Piece 2:** She grabs her stomach and need to go to the toilet
- **Piece 3:** She sits down and shits
- **Piece 4:** Two neighbors then walk by, pointing and looking, making a comment or taunting/teasing her.
- **Piece 5:** She runs home and cries on her mother’s shoulder
- **Piece 6:** Gossiping neighbor is talking and seen shaking their head

Puzzle 2: City Visitors [Insert thumbnail of Frame 1 of Puzzle 2]

- **Piece 1:** Car of city dressed people on a nice Toyota Camry
- **Piece 2:** They eat food together and drink tea and are happy
- **Piece 3:** A city man grabs his stomach and needs to go to the toilet
- **Piece 4:** Owner of house points to the fields where there are some shit pile
- **Piece 5:** Visiting relative is shitting outside and very unhappy
- **Piece 6:** Neighbor talks and shakes his head in disappointment.

Puzzle 3: At a wedding [Insert thumbnail of Frame 1 of Puzzle 3]

- **Piece 1:** A countryside father welcome guest for his daughter’s wedding party
- **Piece 2:** The guests cheer up together with the bride’s father
- **Piece 3:** The man guest grabs his stomach and needs to go to the toilet
- **Piece 4:** Bride’s father points to the fields where there are some shit piles
- **Piece 5:** The man guest is shiting outside and very unhappy
- **Piece 6:** Neighbor talks and the bride’s father feel ashamed

After each group presents, ask the whole group:
• **What do these three stories have in common?** [show shame, show disgust, all three puzzles have gossiping neighbors]

*Give participants a plenty of time to answer. If quiet, throw the ball to a participant to encourage discussion.*

*Ask:*

• **What can we do to avoid shame in the future?** [buy a latrine; build a dry pit]

*Hang Key Message flip chart.*

*Say:*

“Having a toilet, helps you save face”

*Ask one participant:*

• **What happens when you have a toilet?** [you save face]

*Tip to facilitator:*

Point to the key message on the flip chart. Underline it with your finger, make it very obvious what the answer is!

*Ask this questions again to other participants and encourage them to say ‘you save face’.*

*Ask the whole group:*

• **What happens when you have a toilet?** [you save face]

*[Insert visual: Three individuals with bubbles with “you save face” to show chanting]*

4. **Personalize - 2 minutes**

*Say:*

These three situations happen every day in our villages. Raise your hand if you have ever been in a similar situation.

*Ask:*

• Can you share your experience with us? How did you feel?
  • What can you do to avoid feeling shame?

*Say:*

One way we can avoid feeling shame is to have a latrine and use a latrine every time we defecate. Don’t delay, having a latrine helps you save face.
**ACTIVITY 3: IT’S IN THE BAG**

**OBJECTIVES**
By the end of this session, participants will have:
- **Recognized** various latrine options
- **Identified** the costs of latrines, shelters and other local luxury items
- **Compared** latrine prices against each other as well as other common items

**TIME**
25 minutes

**PREPARATION**
- Make a card with __________ Riels on it (use the actual local price of a pour flush latrine)
- Write the price on each of the 7 shopping bags
- Match 7 items to the correct price on the shopping bag. Put 1 item in each shopping bag. The prices are:
  - Moto = __________ Riels (400$)
  - Phone = __________ Riels (21$)
  - Concrete Shelter = __________ Riels (350$)
  - Dry pit = almost free
  - Natural shelter = almost free
  - TV = __________ Riels (30$)
  - **Pour Flush Latrine = __________ Riels card** (Write the actual local price of a pour flush latrine on the card)

**MATERIALS**
- 7 shopping bags
- 7 items
  - Pour Flush Latrine
  - Concrete shelter
  - Natural Shelter
  - Digging a dry pit
  - TV
  - Nokia Phone
  - Moto
- Brochures how to build a toilet

**METHODS**
- Pair Work
- Big Group Discussion
1. Introduction - 5 minutes
Say:
We are going to play another game today. We will see how well we all know the price of items in the market.

Hand the____________Riels Card to one participant.

Ask:
- What would you do if you had________Riels (Insert the real local price of the latrine)

Ask this question again to 2-3 participants and encourage them to share their views.

Say:
OK, we’re starting the game! This game requires 7 people to help me hold the shopping bags.

Pick 7 volunteers and have them come to the front. Give each volunteer one ‘shopping bag’ (this is the envelope with the price on it)

Say:
Now, I need 2 people to volunteer to play the game.

TIP TO FACILITATORS:
Volunteers might be youth or people with good energy.

Pick 2 volunteers and have them come to the front. Give each volunteer a set of item/cards.

Say to the two volunteers [loud enough for everyone to hear]:
I have 7 images of some important items. I want you to match these images to their prices. When you decide on the price of the item, please hand the image to the person holding the bag with the price.

Say to the seven bag holders:
When the players give you the image please hold the image in your right hand and the ‘shopping bag’ in your left.

Say to the audience:
Everyone else, you need to look and listen carefully because later you will play an important part in the game. For now, please listen!

Ask participants if they have any questions before starting playing the game.

Say to each group:
Shoppers are you ready? Bag holders are you ready? Audience, are you ready?

2. Play “It’s in the bag” game - 15 minutes

TIP TO FACILITATORS:
If the item in the bag matches the one the contestant chose, the contestant wins.

Say:
Let’s BEGIN. ‘Shoppers’, please go up and start matching your items to the correct prices.
Encourage volunteers to match items to the price.

Say to the seven bag holders:
Remember, when the ‘shoppers’ give you the image please hold the photo in your right hand and the ‘shopping bag’ in your left.

After all of the items are matched to prices, Ask:

* ‘Audience’ would you like to make any changes before the prices are revealed? You may make two changes.

After ‘audience’ makes changes, tell all the bag holders to reveal what is in their shopping bag. If prices do not match, the facilitator should make any correction. And summarize key information related to the images related to latrine and shelters.

Tip to facilitators:
When the dry pit is revealed say:
Oh wow, a dry pit is almost free? Did you know that a dry pit latrine can be almost free? You could have a dry pit today. All you need to do is dig the proper hole and reinforce it with natural materials.

When the Pour Flush Latrine is revealed say:
Oh wow, Pour Flush Latrine is _________ Riel (insert the actual local price of the latrine)
Don’t you think it is very cheap? _________ Riel is not too expensive if I compare it to your phone, TV, or radio..... Build or buy it now? How many of you want to buy it?

***NOTE: If participants question the price of the latrine, let them know that it is just estimate and that prices may vary depending on where you are, who you buy from, and what you buy (i.e. tile vs. concrete slab).

When the Natural Shelter is revealed say:
Oh wow, Natural Shelter is almost free. Would you like it? Can you build it by yourself? You can build it just from natural materials like bamboo and wood that you can find around your house.

When the Concrete Shelter is revealed say:
Oh wow, Concrete Shelter is ________(350$). Is that expensive? Do you like it? Are you able to afford it? Hmm....maybe not!

3. Reflection –10 minutes
Ask all 9 volunteers to return to their seats/sit on the floor.

Ask:
- Please think about the prices, did any of the latrine prices surprise you? [yes, I didn’t really know there were so many options; I was surprised that I could have the pour flush latrine for ____________ Riels (insert real local price of the latrine)]
- Did any of the shelter prices surprise you? [natural shelter is almost free]

Give participants a plenty of time to answer.

Say: Earlier, when I asked you what you would do with ____________Rnels (hold up the ____________ Riel card) none (or few) of you said that you would build or buy a latrine. But we learned in this last game that for just ____________Riel (insert a real local price of the latrine), or for almost free, you could have a latrine today. So, don’t delay, buy or build a latrine now! It is not as expensive as you think.

4. Frequently Asked Questions – 10 minutes
Ask 1 or 2 people to share:
- How many of you already have a latrine? Raise your hand
- Why did you buy or build a latrine for your family?

Ask 1 or 2 people to share:
- How many of you want to buy a pour flush latrine over building a dry pit? Raise your hand. Why?

Ask everyone:
- So, how much does it cost to buy or build a latrine? [_______ Riel (insert real local price of the latrine)]

Ask:
- What are some questions you have about buying or building a latrine?

**Tip to the Facilitator:** The following are frequently asked questions and answers that facilitators can reference to answer the questions. If no one asks a question, feel free to go ahead and ask and answer 1 or 2 of the questions below to get participants comfortable. Please fill in local prices prior to delivery.

**Q:** What are the latrine components that will you get for ____________Riel (insert actual local price)?
A: For _____ Riels (insert actual lowest price), you can get a pipe, 3 concrete rings and cover, chamber box and a cement slab. If you want to pay slightly more - around _____ Riels (insert actual higher price) - you will get a tile slab.

Q: What if I only wanted to buy some components? How much is each? _____ Riels (insert actual local price)?

A: For a concrete ring and cover, it costs _____ Riels (insert actual lowest price).

Please fill in the following after talking to local LBO:

<table>
<thead>
<tr>
<th>Slabs</th>
<th>Type of Ring</th>
<th>Size of Ring</th>
</tr>
</thead>
<tbody>
<tr>
<td>Concrete Slab =</td>
<td>Wet Ring =</td>
<td>1 meter =</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Riels</td>
</tr>
<tr>
<td>Tile Slab =</td>
<td>Dry Ring =</td>
<td>.8 meter =</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Riels</td>
</tr>
</tbody>
</table>

Q: Do these prices include delivery and installation? [please find out actual prices from]

A: The latrine components will be delivered for free. You can install it yourself or you can talk to the LBO about installing it for you. You can also ask the VCWC or the village chief to reach out to the village mason to help with installation.

Q: What if I don’t know how to install a pour flush latrine or build a dry pit? Who can help me?

A: You can ask the LBO if they will install the pour flush latrine for an extra change. You can also ask VCWC or the village chief to reach out to the village mason. For building a dry pit, you can use the brochures and ask your friends and community, including the village mason, for help.

Q: How long will the latrine last?

A: If you build it correctly, then it can last for a long time depending on family size and where you are located. The pit will last a maximum of 5 years before you need to empty or dig a new pit and add a new ring.

****IF LOAN PROVIDERS ARE AVAILABLE

Q: Are there any financing options?

A: There are two ways to pay for a pour flush latrine. Some people like to pay for it in cash on the day the latrine is delivered to their house. Other people like to get the latrine first, and pay for it over 6-12 months with a loan, from __________ (insert organization that provides loan). Or you can build a dry pit for almost free.

Step 5: Act Now! - 2 min

If you want to buy a latrine right now, you can sign up today!

Ask:

So, who wants to build a dry pit in the next month? Raise your hand.
So, who wants to buy a pour flush latrine in the next month? Raise your hand.

*Ask participants to raise their hand.*

*Say:*
Thank you for your strong commitment. I am really glad to hear that you all chose to live a life full of convenience. Remember, our first key message is “Having a latrine, helps you save face!”

So if you are interested in building or buying today, go over to VCWC now and sign up to buy or build a latrine!

*Ask VCWC to note down the names of the villagers who want to buy on the commitment form.*

**Tip to Facilitator:** As people sign up and commit to buying or building a latrine, please say the following according to which option the villager chooses.

Depending on the option that the villagers choose, please tell them the following information:

*Option #1: USE ONLY IF LOAN FINANCING IS AVAILABLE*
For those of you who will pay by loan, I will give your names to the loan provider and they will contact you.

*Option #2: USE FOR THOSE WANT TO PAY CASH*
For those of you who will pay by cash, I will give your names to the latrine LBO and they will deliver the latrine components for free. You can pay them directly.

*Option #3: USE FOR THOSE WHO WANT TO BUILD A DRY PIT*
For those of you who will build a dry pit, here is a brochure. You can ask your neighbors and community for help.

*Distribute the brochure to the people who want to build a dry pit*

I will come and see you again next week to see how things are going with you and please call me ______________(give your phone number) if you have any questions.

Thank you again and see you next time!
PHASE 2

ACTIVITY 1: INTRODUCTION TO PHASE 2

OBJECTIVES
By the end of this session, participants will have:
● Reviewed the goal of the session

TIME
5 minutes

PREPARATION
● Write down a session agenda on a flipchart paper
● Set up U-shape seating on floor, mats, or chairs

MATERIALS
● Flipchart
● Markers

METHODS
● Large Group Discussion
STEPS

1. Welcome participants- 3 minutes
Thank participants for their commitment to join the session.

Say:
Hello, I am.....(put facilitator's name). I am a CCWC member from.....village (put the name of the village where facilitator comes from).

2. Present session goal – 2 minutes
Ask:
How many of you already have a latrine? Raise your hand.

Say:
are right! OK, well, the reason I am here is to discuss the importance of building or buying a latrine for you, your family, and your community.

3. Present session Agenda – 2 minutes
Hang up a flipchart of session agenda (or if there is no flip chart, just say the agenda to participants).

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Say:
We will spend the next hour doing these activities together. Let’s get started.
ACTIVITY 2: INCONVENIENT TRUTH GALLERY WALK

OBJECTIVES
By the end of this session, participants will have:
1. **Viewed** various images that represent the impact of not having a latrine
2. **Reflected** on the inconveniences of not having a latrine

TIME

20 MINUTES

PREPARATION
- Write down the key message on the flipchart “Life without a latrine is full of inconvenience and shameful”

MATERIALS
- A2 posters (8 posters)
- Ball
- Flipchart
- Clothes line, rope or string
- binder clips

METHODS
- Brainstorming
- Gallery Walk
1. Introduction - 3 minutes
Say:
Before I owned a latrine, I sometimes thought to myself “I wish I had a latrine.” I thought this because it was rainy season, and it was a really big problem to go outside and take a shit.

Tip to Facilitators:
Come up with your own story if you would like to personalize the comment above.
Ask:
- Tell me about a time when you have thought to yourself “I wish I had a latrine”?

Tip to Facilitators:
Make sure that they tell you why they thought this to themselves.
Let 2 participants share their ideas.
Say:
Great. Next we are going to look at some situations that make our lives inconvenient.

2. Gallery Walk Activity - 10 minutes
Hang up the posters on the clothesline or lay out the posters on the floor (whichever one is easier where you are). Invite a few volunteers to help you set up the posters.

Tip to Facilitators:
Make sure you have plenty of space to lay out the posters. There should also be plenty of space between each poster so that more than one person can view the poster.

Once the posters are set up, say:
Now I would like you all to take a walk around and view and reflect on the images. After seven minutes, we will talk about each poster.

Ask participants if they have any questions.
Allow 7 minutes for everyone to walk around and see all the images.

3. Reflection - 5 minutes
Ask participants to return to their seats/sit on the floor.

Instruct participants to close their eyes and think about one image.

Throw the ball to one participant to encourage discussion.

Ask:
- Which image do you remember?
- In that image, what was the problem in that situation?

Throw the ball to 2 more participants and repeat the 2 questions above with each participant.
Say:

These posters are showing us different situations where life is more inconvenient and shameful without a latrine.

4. Closure - 2 minutes
Say:

So, would we all agree that “Life without a latrine is full of inconveniences and shameful?”

Wait for participant’s affirmation (they should shake their heads, say yes, etc.).

Hang up a flip chart “Life without a latrine is full of inconveniences and shameful”.

Point to one person and ask:

● So, let me ask you --- how is life without a latrine? [answer should be “full of inconveniences and shame”]

Tip to Facilitators:
If participant does not answer “it’s full of inconveniences and shameful,” point to the flip chart and repeat the question, indicating that the answer is on the flip chart. Make the answer obvious!

Point to another person and ask:
● How is life without a latrine? [answer should be “full of inconveniences and shame”]

Point to a third person and ask:
● How is life without a latrine? [answer should be “full of inconveniences and shame”]

Ask the whole group the same question [everyone in the group should answer “full of inconveniences and shame”]
ACTIVITY 3: OVERCOMING OBJECTIONS

OBJECTIVES
By the end of this session, participants will have:
● Discussed the reasons why they do not buy or build a latrine.
● Decided whether to buy or build a latrine

TIME
25 minutes

PREPARATION
● N/A

MATERIALS
● A2 Objection / Rebuttal card

METHODS
● Brainstorming
● Large Group Discussion
STEPS

1. **Group Discussion - 5 minutes**

Say:

Just now, you all just said that “life without a latrine is full of inconveniences and shameful.” So, if this is true, then let me ask a question:

- Why have you NOT bought or built a latrine?

*Let participants share ideas.*

*Hang Objection card on the clothesline or lay them out on the ground.*

As you hang each poster or lay each one out, explain the front of each poster one by one.

Say:

What I have heard from you today and/or in other villages is that most people say “They don’t buy or build a latrine because they say:

1. I cannot afford a latrine
2. I want to wait to get a latrine with the perfect concrete shelter
3. I will wait for an NGO to bring one for free
4. I have always used the outside (it’s good enough for my father and his father, its good enough for me)

*Show the front side of objection card #1 and say* You said ‘you can not afford it’.

*Reveal the back of the card to participants and say:* So please let’s see. Imagine you got diarrhea you need to spend money for medicines, transportation to see the doctor...total is 200,000 riels. And look at the cost of Pour Flush Latrine. It costs only 140,000 riels. Therefore, will you much rather spend 200,000 riels for your annual medical fees than 140,000 riels for a Pour Flush Latrine?

*Show the front side of objection card #2 and say:* You said ‘You wait to get a latrine with the perfect concrete shelter’.

*Reveal the back of the card to participants and say:* Look! Here is the perfect for today. You want an expensive phone but you use this simple one in the meantime. So do what you can today-buy or build?

*Show the front side of objection card #3 and say:* You said ‘you will wait for an NGO to bring one for free’

*Reveal the back of the card to participants and say:* So what happens if the NGO doesn’t come? The NGO probably not coming! You’ll be waiting until you’re old.
Show the front side of objection card #4 and say: You said ‘your family has always shit outside; there is nothing wrong with it’.

Reveal the back of the card to participants and say:
Of course, shitting outside is good enough for you, your father, and your father’s father...it’s also good enough for an animal.

2. Reflection - 10 minutes
Hang up the summary objection card. Show the front of the summary objection card.
Say:
So, when you might say: I can’t afford to buy it or I’m waiting for an NGO to bring one; or I’m waiting to get a latrine with the perfect concrete shelter; or I have always used the outdoors, my father did, my grandparents did, there’s nothing wrong with it.

Reveal the card to participants and move to the place where all the gallery walk posters have been hung/posted.
Say:
But, when you say all those things, what you are really saying is: “I choose a live a life full of inconveniences.”

Show the “Build or Buy” poster and SAY:
But you don’t need to live a life full of inconveniences, if you build or buy a latrine today!

4. Frequently Asked Questions- 10 minutes
Ask 1 or 2 people to share:
● How many of you already have a latrine? Raise your hand
● Why did you buy or build a latrine for your family?

Ask 1 or 2 people to share:
● How many of you prefer to have a pour flush latrine over building a dry pit?
  Raise your hand. Why?

Ask everyone:
● So, how much does it cost to buy or build a latrine?[_______ Riel (insert real local price of the latrine)]

Ask:
● What are some questions you have about buying or building a latrine?
Tip to the Facilitator: The following are frequently asked questions and answers that facilitators can reference to answer the questions. If no one asks a question, feel free to go ahead and ask and answer 1 or 2 of the questions below to get participants comfortable. Please fill in local prices prior to delivery.

Q: What are the latrine components that will you get for _______Riel(s) (insert actual local price)?
A: For _____ Riel(s) (insert actual lowest price), you can get a pipe, 3 concrete rings and cover, chamber box and a cement slab. If you want to pay slightly more - around _____ Riel(s) (insert actual higher price) - you will get a tile slab.

Q: What if I only wanted to buy some components? How much is each? _______Riel(s) (insert actual local price)?
A: For a concrete ring and cover, it costs _____ Riel(s) (insert actual lowest price). Please fill in the following after talking to local LBO:

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<th>Slabs</th>
<th>Type of Ring</th>
<th>Cover</th>
</tr>
</thead>
<tbody>
<tr>
<td>With tile =</td>
<td>Dry Ring</td>
<td>.8m ring =</td>
</tr>
<tr>
<td>_____ Riel(s)</td>
<td>Wet Ring</td>
<td>_____ Riel(s)</td>
</tr>
<tr>
<td>Without tile</td>
<td>.8m = _____ Riel(s)</td>
<td>.8m = _____ Riel(s)</td>
</tr>
<tr>
<td>_____ Riel(s)</td>
<td>1m = _____ Riel(s)</td>
<td>1m = _____ Riel(s)</td>
</tr>
</tbody>
</table>

Q: Do these prices include delivery and installation? [please find out actual prices from A:] The latrine components will be delivered for free. You can install it yourself or you can talk to the LBO about installing it for you. You can also ask the VCWC or the village chief to reach out to the village mason to help with installation.

Q: What if I don’t know how to install a pour flush latrine or build a dry pit? Who can help me?
A: You can ask the LBO if they will install the pour flush latrine for an extra change. You can also ask VCWC or the village chief to reach out to the village mason. For building a dry pit, you can use the brochures and ask your friends and community, including the village mason, for help.

Q: How long will the latrine last?
A: If you build it correctly, then it can last for a long time depending on family size and where you are located. The pit will last a maximum of 5 years before you need to empty or dig a new pit and add a new ring.

*****IF OTHER LOAN PROVIDERS ARE AVAILABLE

Q: Are there any financing options?
A: There are two ways to pay for a pour flush latrine. Some people like to pay for it in cash on the day the latrine is delivered to their house. Other people like to get the
latrine first, and pay for it over 6-12 months with a loan, from ________ (insert organization that provides loan). Or you can build a dry pit for almost free.

**Step 5: Act Now! - 2 min**

Show “Buy or Build” poster and move away from the gallery walk images.

Ask:

> How many of you will stand with me and choose a life without inconveniences? Raise your hand.

Ask participants to raise their hand.

Say:

Thank you for your strong commitment. I am really glad to hear that you all chose to live a life full of convenience. Remember, our first key message is “Having a latrine, helps you save face!” and “life without a latrine is full of inconvenience and shame!”

So if you are interested in building or buying today, go over to VCWC now and sign up to buy or build a latrine!

Ask VCWC to note down the names of the villagers who want to buy on the commitment form.

**Tip to Facilitator:** As people sign up and commit to buying or building a latrine, please say the following according to which option the villager chooses.

Depending on the option that the villagers choose, please tell them the following information:

**Option #1: USE ONLY IF LOAN FINANCING IS AVAILABLE**
For those of you who will pay by loan, I will give your names to the loan provider and they will contact you.

**Option #2: USE FOR THOSE WANT TO PAY CASH**
For those of you who will pay by cash, I will give your names to the latrine LBO and they will deliver the latrine components for free. You can pay them directly.

**Option #3: USE FOR THOSE WHO WANT TO BUILD A DRY PIT**
For those of you who will build a dry pit, here is a brochure, You can ask your neighbors and community for help.

Distribute the brochure to the people who want to build a dry pit
I will come and see you again next week to see how things are going with you and please call me ____________ (give your phone number) if you have any questions.

Thank you again and see you next time!