

LOBBYING DOS ANDDON'TS

- Make an appointment
- Dress neatly
- Be on time
- Introduce yourself
- Stick to the subject matter at hand
- Be honest If you don't know something, say so
- Know something about the representative
- Know the number/name of the bill and something about it
- Ask them whether they will support your position.
- Thank the public official for the meeting

Don't:

- Be angry
- Threaten
- Have a lot of material
- Be afraid to be assertive
- Lose credibility
- Be hostile

Helpful Hints:

- Confirm appointment the morning of the meeting
- Prioritize your talking points
- Know your official's voting record
- Try to find a common ground with the legislator
- Know exactly what you want to get from the official
- Bring a copy of the legislation with you
- Make yourself available as a source
- Thank the assistant or staff person