

## LOBBYING TIPS

### Do:

- Make an appointment
- Dress neatly
- Be on time – be prepared to wait
- Introduce yourself
- Cultivate a good rapport with the assistant and staff – they can be very helpful!
- Stick to the subject at hand
- Be honest if you don't know something, say so
- Know something about the official
- GET A COMMITMENT – ask them whether they will support your position
- Thank the public official for the meeting
- Follow up & send a thank you note

### Don't:

- Be angry
- Be hostile (I'm a taxpayer!)
- Threaten (You'll pay for this at the polls)
- Be afraid to be assertive
- Lose credibility (it will affect everyone who lobbies on the same subject after you)

### Points to Know:

- Most public officials are happy when their constituents visit – they'll be friendly
- Public officials want people to like them
- You pay their salary, they work for you
- Common Pitfalls – Don't let them throw you!
- There may be times when the public official doesn't show up for your appointment – you may instead meet with a staff member
- There may be times when the public official is late for your appointment
- There may be constant interruptions during your meeting

### Helpful Hints:

- Confirm appointment the morning of the appointment
- Bring a copy of the bill/proposal with you
- Know exactly what you want to get from the official (yes or no vote, commitment not to vote, etc.)
- Prioritize your points (especially important if the meeting is cut short) – use talking points, when available
- Know your officials background (voting record, position on the issues, personal history)
- Try to find a common ground with the official
- Make yourself available as a resource
- Thank the assistant or staff person
- Send thank you note to legislator afterwards