

Lobbying Dos and Don'ts

SkillBrief

DO choose a spokesperson from your group who can speak for all of you.

DO have a pre-arranged list of topics you wish to discuss; try to keep this list to no more than a few main points.

DO make your main points quickly and succinctly.

DO outline the issues and explain why you either support or oppose them.

DO stress that you are here today only to show support for the protection government services which are encompassed in Local 1000's ongoing legislative agenda.

DO express your desire to establish an ongoing relationship with the legislator, the legislator's district office and district office staff.

DO offer to provide back-up or follow-up material to the legislator that backs up the points made in your main topics.

DO thank the legislator or legislative staff to whom you've spoken for his or her time and attention.

DO be polite and respectful even with those legislators who have not previously been supportive of Local 1000's positions.

DO follow up with a thank you note and any promised background materials.

DO return your meeting summary to Local 1000.

DON'T expect one visit to change minds.

DON'T try to offer a history of every problem in California government. Instead offer to send your legislator back-up material if he or she has an interest.

DON'T belabor the point – supportive legislators already understand the goals and direction of Local 1000 and antagonistic legislators won't be receptive.

DO have a good and successful meeting!