

## Tips for a Successful Legislative Visit

### Stay on Message

- Share personal experience or data that demonstrates how a certain policy will affect your practice and your community. You are the expert in the room.
- If asked a question about the other side of the argument, answer the question as completely as you can, giving your particular perspective.

### Keep it Brief

- If you are requesting action on a legislative issue, communicate that up front.
- Legislators' time is limited. Have a plan to budget your time appropriately.

### Frame the Issue

- Your case is stronger if you present the issue as the legislator sees it, and if you explain how the issue affects the legislator.
- Recognize that compromise is important.

### Work with Staff

- Be on time and let the Legislative Assistant know you're there.
- Never view legislative staff as a "second resort." Legislators rely heavily on them.

### Say Thank You!

- Send your legislator a thank you note via mail and/or e-mail.
- Follow up promptly with any information you have promised to provide legislators or staff.