“Taking the Fear out of Lobbying”

Tips on Meeting with Your Legislators
(in 6 easy steps)

1) **ALWAYS INTRODUCE YOURSELF**
   Let them know who you are and why you care about the issue.
   Remember you are the expert. Legislators want to hear from you & your knowledge of nursing and the health care system.

2) **GET DOWN TO BUSINESS QUICKLY**
   State the issue, your position, and what you want him/her to do.

3) **BE SPECIFIC, CLEAR AND SIMPLE**
   Provide information about how this issue impacts his/her constituency and people throughout the state. Use fact sheets, statistics, etc.

4) **HANDLING OBJECTIONS**
   This is a key aspect of lobbying and if the legislator doesn’t agree with your viewpoint, use the nursing process to find out his/her views. Problem solve together.
   You might suggest:
   “While I understand your concerns, in my experience, this happens.....”
   OR
   “I see your point, but how do you see that changing with (a particular piece of legislation).”

5) **USE PERSONAL STORIES**
   Remember, your job is to persuade. Tie your personal experience with the policy issue you are discussing. A personal story will leave an image that the legislator will remember when he/she votes on the issues.

6) **ASK THEIR SUPPORT & THANK HIM/HER**
   Remember to always be polite even if they disagree with you. Thank them and follow-up with a letter or e-mail.