

Do's and Don'ts of Lobbying

(And non-profits can do lobbying!- see [Bolder Advocacy website](#) for more info)

<p>Do...know your legislators.</p> <p>Do...know your legislation/topic.</p> <p>Do...figure out your “ask” ahead of the meeting i.e., what you want the legislator to do.</p> <p>Do...practice your meeting beforehand: role-play and have key talking points prepared.</p> <p>Do...plan on 15-20 minutes for your meeting.</p> <p>Do...let the legislator know that you are a constituent and/or represent a constituency.</p> <p>Do...send something concise in advance.</p> <p>Do...personalize the issue with examples, stories, and personal experiences</p> <p>Do...stay on message.</p> <p>Do...be clear, concise, persuasive and focused.</p> <p>Do...promise to follow up with accurate information when you don't know an answer.</p> <p>Do...get the legislator to commit to your “ask”, the level of which will depend on your relationship.</p> <p>Do...be conciliatory, even if you don't agree.</p> <p>Do...leave behind concise background materials.</p> <p>Do...say thank you.</p> <p>Do...follow up with your legislators on your meetings and throughout the year.</p>	<p>Don't...be disappointed if you meet with staff; they are often as important as the legislator.</p> <p>Don't...be vague.</p> <p>Don't...be late.</p> <p>Don't...get off topic.</p> <p>Don't...let the legislator get off topic.</p> <p>Don't...make up answers to questions.</p> <p>Don't...leave a meeting without a commitment to your “ask.”</p> <p>Don't...negotiate bills or positions during meetings.</p> <p>Don't...assume the job is done.</p> <p>Don't...become cynical. It's about building relationships over time.</p> <p>Don't...forget to report back on the results of your meeting to the overall group.</p>
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- This is all about relationships - develop teams that will continue to build the relationship.
- Get to know the key issues of the legislator and connect on them where possible. Make friends before you need them.
- Be aware of other colleagues doing lobbying - coordinate and support one another.