



LEGISLATIVE ELECTORAL ADVOCACY NETWORK

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LOBBYING DO'S AND DON'TS

DO

1. **Do** learn Members committee assignments and where their specialties lie. If possible, lobby them on upcoming subcommittee and committee issues.
2. **Do** present the need for what you are asking the legislator to do. Use data or actual cases (without names) that you know about.
3. **Do** relate to situations in your home district.
4. **Do** ask for the legislator's position on the issue and why.
5. **Do**... in the case of voting records, ask why they voted a particular way.
6. **Do** show openness to the knowledge of counterarguments and respond to them.
6. **Do** admit that you do not know. Offer to try to find out the answer and get follow-up to their office.
7. **Do** spend time with a legislator whose position is against yours. You can lessen the intensity of the opposition and perhaps change it.
9. **Do** spend time in developing a relationship with the legislator's staff.
10. **Do** thank the legislators for positions taken which you support.

DON'T

1. **Don't** overload a visit with too many issues.
2. **Don't** confront, threaten, pressure, or brag.
2. **Don't** be argumentative. Speak with calmness and commitment so as not to put the legislator on the defensive.
3. **Don't** overstate the case. Legislators are very busy and you are apt to lose their attention if you are too wordy.
4. **Don't** expect legislators to be specialists. Their schedules and work loads tend to make them generalists.
5. **Don't** be put off by smokescreens or long winded answers. Bring the legislator back to the point.
7. **Don't** make promises you cannot deliver.
8. **Don't** be afraid to take a stand on the issues.
8. **Don't** be offended if a legislator is unable to meet and requests that you meet with their staff.
10. **Don't** shy away from meetings with legislators with known views opposite of your own.