

DO's

&

DON'Ts



When Dealing with Legislators



- Start early and come prepared.
- Understand the legislator's priorities—what they've supported, opposed, and said publicly about health care.
- Confirm how much time you have and plan accordingly. You'll rarely get as much time as you'd like, so focus on a few clear, high-impact points and anticipate likely questions.
- Be respectful and professional. Treat every interaction with courtesy and appreciation—always say thank you.
- Get to the point. The legislator knows why you're there—lead with your issue.
- Present your case clearly, using concise, fact-based arguments supported by local data. Keep in mind: all politics are local.
- Make a specific ask. Be direct about what you want the legislator to do.
- Listen carefully. Respect their perspective and respond thoughtfully.
- If you don't have an answer, say so—and follow up promptly with the information.
- Seek commitment. Push for a clear position or, at minimum, agree on next steps. Turn vague support into concrete action.
- Acknowledge the full picture. Be transparent about both sides of the issue and potential opposition.
- Be professional in all communications. Identify yourself, include your contact information, and use proper titles and correct spelling.
- Above all: be clear, concise, courteous, logical, and positive.



- Avoid partisanship—effective advocacy requires building support on both sides.
- Do not raise fundraising while discussing policy issues with a legislator.
- Never enter a meeting unprepared; do your homework in advance.
- Be accurate and honest—do not misrepresent or distort facts.
- Don't "blindsided" a legislator by leaving out key information.
- Avoid threats or confrontational tactics.
- Maintain professionalism at all times—disagreements today don't preclude collaboration tomorrow.