

Dos and Don'ts of Meeting with a Policymaker

DOS

- Stay calm - you can show emotion related to your story, but anger is not very persuasive for policymakers.
- Review your resources in advance and have those one-pagers handy!
- Use the 3-10-30 storytelling technique to prepare to tell your story
- Dress business casual and wear your state button
- Be on time - make sure to check your computer and internet connection in advance!
- Be concise! Practice helps you keep yourself on track
- Take a picture (or a screenshot in this case) just be sure to ask the member and/or staffer for permission in advance
- Ask if you can contact them after the meeting - follow up is key!
- Be yourself - your story and voice are the most important things

DON'TS

- Don't interrupt
- Don't discuss issues that are unrelated to the meeting
- Don't leave without getting an answer or commitment to the issue
- Don't think your meeting with a staffer is unimportant
- Don't be afraid to push back - respectfully.
 - If a member of staffer says "We will review later" - you can say "*When can I follow up?*" to let them know that this is important to you and will continue to engage with the office
 - Another example: "We already submitted our formal appropriations request to the committee" - "*I would greatly appreciate if you could follow up with committee to express support for these funding programs*"