

Dos and Don'ts of Lobbying at a Glance

Action	Do	Don't
Phone	<ul style="list-style-type: none"> • Offer to call back at a more convenient time • Use your time well 	<ul style="list-style-type: none"> • Talk more than 10 minutes • Talk at dinner
In Person	<ul style="list-style-type: none"> • Speak only briefly about your issue at an unrelated function • Offer to make an appointment • Remember--door-to-door not good for detailed discussions 	<ul style="list-style-type: none"> • Think your issue is the only issue • Insult • Push when you don't have their undivided attention
Mail	<ul style="list-style-type: none"> • Send a letter • Get three letters from friends 	<ul style="list-style-type: none"> • Send a postcard • Send a form letter • Send a petition

Making Your Case

Do	Don't
<ul style="list-style-type: none"> • Smile 	<ul style="list-style-type: none"> • Threaten
<ul style="list-style-type: none"> • Be gracious 	<ul style="list-style-type: none"> • Monopolize
<ul style="list-style-type: none"> • Relate it to you and others on a personal level 	<ul style="list-style-type: none"> • Be impolite
<ul style="list-style-type: none"> • Appreciate their time 	<ul style="list-style-type: none"> • Tell them they owe you the time
<ul style="list-style-type: none"> • Understand what time of year it is 	<ul style="list-style-type: none"> • Ask them to sponsor a bill on June 1

Drive Your Message Home

Do	Don't
<ul style="list-style-type: none"> • Offer to get back. Follow up with a thank you 	<ul style="list-style-type: none"> • Forget to follow up
<ul style="list-style-type: none"> • Give them a reason to get back to you 	<ul style="list-style-type: none"> • Expect them to remember you and your issue without prompting
<ul style="list-style-type: none"> • Make a note to yourself about the date and discussion 	<ul style="list-style-type: none"> • Expect too much or too little
<ul style="list-style-type: none"> • If there are no communications after three months, try again 	

GOAL: BECOME AN INDISPENSABLE RESOURCE!