



## Successful Meetings with Legislators

**Know your legislator.** Prepare for the meeting ahead of time by reading the legislators' bios, learn their background and interests, and find out which committees they serve on.

**Have a plan.** Read any prep materials and plan what you'll say. Plan for a brief meeting – 15 minutes, max. If meeting with a group, designate someone to take the lead in the meeting.

**Make it local, personal.** Introduce yourself as a local PA (or PA student), say where you practice and what type of care you provide, and share what you love about being a PA, as well as the challenges you face because of outdated practice barriers. Putting a personal face on the issue will make your meeting more memorable to the legislator/staffer.

**Be clear about what you want them to do.** At the outset, tell them you are there to ask for their support for your bill(s); be sure to use the actual bill numbers if possible. Restate the ask at the end of the meeting.

**Explain why your legislation is important.** How will it help patients, increase access to care, improve employment, and/or reduce workforce issues? Personal stories, with anecdotes from your practice, are extremely impactful.

**Getting to "yes".** If they say "we'll get back to you", respond by thanking them for their consideration, and ask *what additional information you can provide to help them decide*. Let them know you will follow up in a few days by email.

**Be flexible, friendly.** Thank the legislator/staff for their time. Leave behind your business card and materials. Be flexible if the meeting time, location, or even attendees change. Go with the flow and offer to follow up at a later time if your meeting gets unexpectedly cut short.

**What NOT to do.** Never fudge the truth/don't make up answers. If you don't know the answer to a question, say so! It's perfectly FINE to follow up later in an email with the information requested. Don't use medical jargon – keep it simple. Also, NEVER talk about politics or money. Just don't go there.