



TIPS FOR SUCCESSFUL LOBBYING FROM JOANNE BREKKE

1. Establish your "bonafides." ("I have lived in your District for __ years," or "I worked on your campaign/ voted for you, etc."—if true, of course!)
2. "KISS"—"Keep it simple, sweetheart!" Put your message on paper, one sheet (two max), and hand it to your legislator. They may even read it before they put it down—they have to do *something* with it!
3. Tell your story. If you can say how you are personally affected by the subject under discussion, it makes stronger impression on your Representative or Senator. But beware a long, drawn out tale of woe.
4. Don't be offended if your Rep is interrupted or can take just a few moments. You may get to walk with her/him to another appointment. Do it! It's kind of fun to race along with them to another meeting/Caucus/Floor Session/trip to the bathroom, etc. You can get right into the swing of things in Olympia!
5. If you can't say anything good, don't say anything at all! You don't have to share your opinion about other subjects on which you may disagree. But of course, if you agree with some past actions of theirs, it's a plus to compliment them on their great wisdom.
6. Always tell the truth. Don't try to "wing it" if your Legislator asks you something you don't know. The proper answer is "I don't know, but I'll find out and get back to you." Don't forget to contact someone who can answer the question, and be sure they get it to your Legislator.
7. Tell the truth—when you agree with your Legislator! (But of course you don't have to volunteer your opinion on areas where you disagree.)
8. Keep to the subject at hand and don't bring in new subjects or opinions that could muddy the issues and distract from your main goal, which is to promote the issues in your "talk sheet."
9. Be pleasant. Be polite. Ask for support, but don't demand it.

10. Have fun!