

# When meeting with legislators and/or their staff...Do:

1



**Learn as much as you can** about the issue(s) that you want to discuss

2



**Tell your legislator about you**—your professional education/training, practice, and areas of expertise

3



Explain how a bill or issue would have **personal impact**—for you, your pharmacy, and your patients

4



**Be specific** about what you want your legislator to do (support a specific bill, look into an issue)

5



**Be honest and concise** when answering questions

6



**Treat legislative staff with respect**—the same level of respect that you use for the legislator

7



**Meet with other legislators** who are in a position to influence bills or issues that you care about.

8



**Follow-up** with your legislator in the near future.

9



**Continue to connect**—call, email, write your state and federal representatives

# When meeting with legislators and/or their staff...**Don't**:

1



**Turn down a meeting with a staff member** or express disappointment

2



**Avoid meeting with the opposition**—they need to hear from you!

3



**Get too technical or detailed** on the issues you want to discuss

4



**Discuss too many topics** at once

5



**Complain**—your goal is to raise awareness of the impact to your pharmacy and patients

6



**Exaggerate** to make a point or answer a question

7



**Hesitate to position yourself as a resource**—let them know that you are available for follow-ups

8



**Forget to thank the legislator** and their staff for their time