

# Lobbying 101

## TIPS FOR A SUCCESSFUL LOBBY VISIT

In order for you to get the most out of lobbying sessions, CCHI has prepared these **lobbying tips** to help you along the way!

- Develop your three talking points
- Tell your elected officials that you are one of their constituents, and lobby with other advocates (like your neighbors)
- Be early and prepared to jump right into a quick conversation once the legislator comes to meet you
- **Personalize the issue if you have a story that fits**
- Listen to arguments made by your legislator—try to match your concerns with their arguments
- If you are unsure how to answer a question, say so, but offer to follow up with your answer
- End with a recap and talk about what you know
- Be yourself!

If you don't get to talk to your legislator, you can leave a note sharing your thoughts with their aide!

### Do...

- ✓ Introduce yourself
- ✓ Stick to the subject at hand
- ✓ Be honest, cordial, and appreciative
- ✓ Follow up after the meeting (call or write)
- ✓ Have fun!

### Don't...

- ✗ Be angry or hostile
- ✗ Lose credibility
- ✗ Threaten your elected official
- ✗ Be afraid to be assertive
- ✗ Bring too many or unnecessary materials

## LEGISLATIVE SCHEDULE

The House and Senate meet every morning as a whole, and in the late-mornings and afternoons in committees. If you are heading to the Capitol to speak with a legislator, or testify, check out the floor and committee schedules before hand!

The **full schedule** can be found at [leg.colorado.gov/session-schedule](http://leg.colorado.gov/session-schedule). This website shows when legislators meet as a whole, and the time and location of committee hearings. It will also tell you which bills are being heard in each committee, if you'd like to hear the discussion or tell your story.

You're more likely to catch a legislator when they're on the floor—meaning when they're meeting all together in the morning.

- Bring a business card or paper with you to write a short note about what'd you'd like to talk to the legislator about—you'll pass this to the legislator through the Sergeant on duty.