

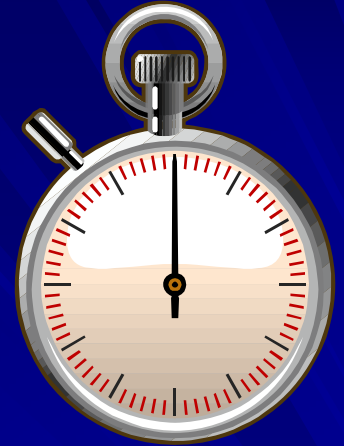
Steps to A Successful Congressional Visit

Leslie Nolen

*Senior Manager, Grassroots & State
Government Relations*



Before the Meeting



- **Timing:** Plan for **10 minutes** max
 - Introductions: 2 minutes
 - Issue points (with ask!): 3-4 minutes
 - Questions/discussion: 4-5 minutes
 - *If still have time*, follow-up points: 2-3 minutes

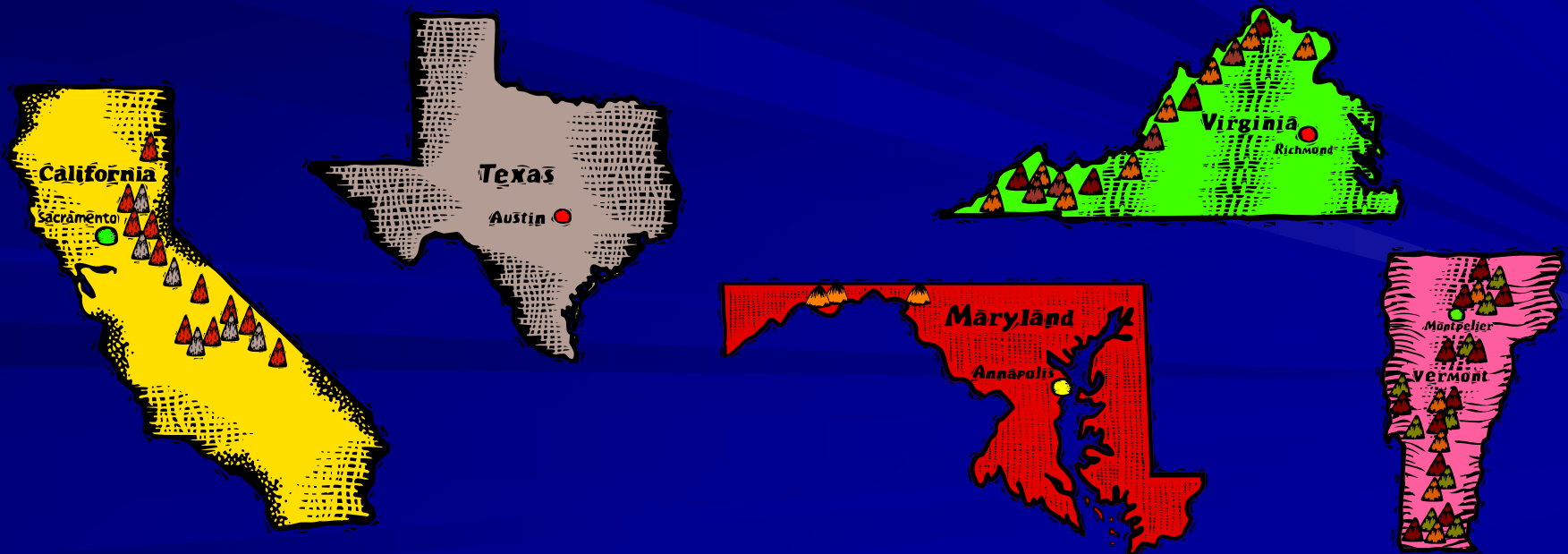
Before the Meeting

- **Recognize what the lawmaker can/cannot do for you**
 - Serves on strategic committee?
 - Leadership position?
 - Avoid discussions of state/local bills/proposals

Before the Meeting

■ Local connections

- How does legislation affect home district/state?
- Local examples to bolster your arguments



During the Meeting

- **Be courteous**
- **Especially if:**
 - Meeting is delayed
 - Staff person takes your meeting that was scheduled with elected official
 - Staff seem unknowledgeable on issue



During the Meeting

- **Beware!** Subject Diversion
 - Keep to your time schedule
 - Get to the point
 - Politely steer discussion back to issue



During the Meeting

- **Beware!** Neutral/negative responses
 - Plan rebuttals in advance
 - “We’ll have to let you know”
 - “It’s a tight budget year...”



After the Meeting

■ Follow-up

- Immediately (within 1 week of visit) with Thank You and answer any questions that came up in discussion
- A few months down the road:
 - Reiterate ask OR
 - “Thanks for the support!” OR
 - “I was disappointed you did not support...”

Congratulations!



For participating in democratic process

ASCE Government Relations

Washington Office

101 Constitution Avenue, NW

Suite 375 East

Washington, D.C. 20001

202-789-7850

govwash@asce.org

<http://www.asce.org/govrel>