

# SENIOR RALLY DAY 2016

## TIPS FOR A SUCCESSFUL ADVOCACY VISIT IN THE STATE CAPITOL

- When calling the office, ask for the scheduler and explain the purpose of the visit.
- Request a meeting with the Member or the staff person who advises the Member on Aging and Long Term Care or Budget Issues.
- Keep the time requested for the meeting short...15-20 minutes.
- Whenever possible, make sure the advocacy team has one or more people from the Legislator's district and tell that to the scheduler.
- Expect to meet with a staff person, which will likely enable you to go into greater depth on some of the policy issues.
- The advocacy team should select a lead person to make introductions and explain the purpose of the visit. Tell them you are part of a group contacting each member about the problems and needs of seniors this year.
- Give the legislator or staffer the packet and have the leader quickly explain the documents.
- Try to divide topics so each team member has a part to present. Maybe have each member take one of the documents to explain (briefly).
- Make your statement clear and concise. If you have time, practice it a few times to yourself before the visits.
- If they are supportive, thank them.
- If they disagree with you, politely ask them to reconsider their position or ask what other information they need. Don't be demanding or rude.
- If you get questions, let the leader answer, or ask a team member to reply.
- If you don't know, write the question down and say we'll get back to you.
- Have a team member jot down a few notes during the discussion for reporting back after the meeting.
- Make sure to have and give them contact information for follow up. You can handle it or refer them to Gary Passmore at CCS, [garyp@seniors.org](mailto:garyp@seniors.org) (916) 442-4474.
- If you have calling cards, give them to the staff and ask for their card for your records.
- Be sure to thank them for their time and attention.
- A few days after the meeting, email the people with whom you met and thank them for the visit.