

Day on the Hill

Tips when meeting a Member of Congress or their Staff:

1) Do research!

Know their voting record, general views on federal employees, committee assignments, and opponents' positions

2) Be prepared to meet with a staffer

Member may walk in midway through

3) Budget your time

- 1) Be on time!
- 2) Meetings typically run 15-20 minutes
- 3) Pick 2-3 issue briefs
- 4) Groups – Decide who will address what issue

4) Be flexible and patient

- 1) Committee hearings
- 2) Floor votes
- 3) Might meet in hall or escorted another place

5) Be respectful

- 1) “Conversational, not confrontational”
- 2) Don't look at smartphone
- 3) Keep politics out

Don't talk about elections/campaign contributions

6) Personalize meeting with real life examples

7) Try to find personal ties and other ways to bond

8) Leave Issue Brief folders

9) Request Action

- 1) Introduce legislation
- 2) Cosponsor legislation

3) Support/Oppose

10) Say Thank You!!

Common Day on the Hill Scenarios

Meeting 1	Legislator / Staff Reaction	Your Response	Other Suggestions
<p>Educational / Non-Committal</p> <p>Familiar with FMA</p> <p>Very common meeting</p>	<p>Legislator / staff listen carefully and ask few or no questions.</p> <p>“I’ll think about what you said.”</p> <p>“I’ll share this with the Senator.”</p>	<p>Allows you to tell your story and express your opinions.</p> <p>Try to get specific feedback or comments.</p>	<p>Ask questions to find out what could influence a decision.</p> <p>Does the legislator know how this issue impacts their district, state, community or installation?</p>

Meeting 2	Legislator / Staff Reaction	Your Response	Other Suggestions
<p>Educational / Non-Committal</p> <p>Not familiar with FMA</p>	<p>Legislator not on relevant committee or unaware of issue.</p> <p>“I’m new”</p> <p>“I don’t know much about federal employees</p>	<p>Provide additional context; Who we are, what we do, information about your agency/mission.</p> <p>Introduce issue(s) in general terms; why it’s important</p>	<p>Describe the roll the installation/agency provides in their district or in broader context.</p> <p>Encourage questions.</p>

Meeting 3	Legislator / Staff Reaction	Your Response	Other Suggestions
<p>Friend or Champion</p>	<p>Upon introducing the issue, the legislator or staffer agrees with you.</p> <p>“We agree. We support this. We’ve cosponsored, voted in favor, etc.”</p>	<p>Say, “Thank you!!”</p> <p>Briefly talk about positive aspects, and ask them to work with other members of Congress to secure further support.</p>	<p>Tell them national office staff will be in touch with them for any follow-up.</p> <p>They will likely be excited to hear of formal support from FMA.</p>

Meeting 4	Legislator / Staff Reaction	Your Response	Other Suggestions
<p>Foe (for now)</p>	<p>Upon introducing the issue, the legislator or staffer disagrees with you.</p> <p>“That’s not my (our) position. We oppose this. We are against this.”</p>	<p>Be understanding; Try to determine why the legislator’s position conflicts.</p> <p>Respectfully share your story, how it impacts you.</p>	<p>Most common rationale:</p> <ol style="list-style-type: none"> 1. Unions are opposed 2. \$\$\$ <p>Try to find common ground and/or compromise</p>