



Lobbying Tips

- Be on time for your appointment.
 - Know a little bit about your legislator: what committees he/she serves on, where he/she is from, and let him/her know if you live or work in their district.
 - Know your issues: be prepared and BE HONEST!
 - DON'T use abbreviations or acronyms. For example: when you say you are from TNCO, the legislator may not have any idea what TNCO is. Tell them that you represent the Tennessee Community Organizations. TNCO is a statewide association with 80 community agency members, representing nearly 10,000 people with mental retardation and developmental disabilities.
 - Be Basic. Start from their point of reference (*which could be very limited or no knowledge of your issue*). You are there as an educator in a sense, so use the opportunity to help your legislator understand and learn about your issues.
 - Be brief.
 - Leave one of TNCO's talking point cards.
 - Use eye contact and be friendly.
 - Thank the legislator for meeting with you as well as for support of issues in the present or past. Following up your meeting with a thank you note reminds the legislator who you are, what your issue is, and that you appreciate his/her support and time.
 - HAVE FUN!!!!
- 