AHCA/NCAL
CONGRESSIONAL BRIEFING

DO's & DON'Ts

TIPS FOR MEETING WITH YOUR MEMBER OF CONGRESS

DO

- Be ready for any potential changes that could occur to your meeting (time, location, participants).
- Familiarize yourself with your Member of Congress. Introduce yourself and everyone in your group (name, organization, patients treated).
- Give a brief description of the issues you will be discussing and use your supplied Issue Briefs. Give real life examples of how these issues affect you and your residents.
- Have an "Ask" for each issue you bring up! This is a direct action that you would like the Member of Congress to make (i.e. Co-sponsor a piece of legislation, write or sign-on to a letter, etc).
- Listen to the Member's/staffer's questions and be as responsive as possible.
- Follow up the meeting by thanking the Member on social media (Facebook and Twitter) for meeting and promoting your message.
- After the meeting, email a thank you note to the Member which includes a follow-up to any commitments made during your meeting. Additionally, send a request for the Member to attend a facility tour.

DON'T

- Bring up fundraising or campaign support issues in conjunction with your lobbying visit.
- Be argumentative or threatening.
- Assume a Member of Congress understands our issues or remembers meeting you previously.

QUESTIONS?

JENNIFER HAHS
(202) 997-8058
jhahs@ahca.org

AHCA
AMERICAN HEALTH CARE ASSOCIATION
NCAL
NATIONAL CENTER FOR ASSISTED LIVING

HEATHER POSTHUMUS
(202) 898-3170
hposthumus@ahca.org