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HOW TO LOBBY

DO

- **Lobbying is merely speaking your mind.** The tone and content of what you say will shift slightly based on the audience (including history of support or opposition), setting and presence of other people.
- **Research** the Member of Congress and know where they stand on your issue.
- **Be informed.** Understand the issues and present them clearly.
- **Be respectful and polite,** but hold your ground on the information and facts if challenged.
- **Do not waste time repeating points** other people have already made. Think about something fresh and still important to say.
- **Pay attention to cues** from staff about length and depth of the meeting.
- **Offer assistance** to allies and friends freely and respond quickly to requests for help or information.
- **Offer talking points** to defeat your opponent's major arguments.
- **Ask about the situation** in the state back home, voter support for issues, messages that may work, etc.
- **Ask about logistics of the votes,** timing and procedural matters.
- **Refer obliquely** to members of Congress (“your boss” “the Senator”) – it somehow seems more respectful when talking to staff.
- **Share the floor** gracefully when in a large group, but do strive to assert yourself in some way.
- **Thank** them for the meeting.
- **Enjoy yourself!** This is a key part of a democracy and lots of fun to boot.

DON'T

- **Never threaten** or appear to threaten in any way a member of Congress due to their position on issues.
- **Never bring up money** or campaign contributions. It is an ethics violation to discuss this in a Hill office.
- **Don't get angry,** show undue emotion, be rude or otherwise sully the name of the organization.