



Talking with Legislators

1. **Always Introduce Yourself** - Let them know who you are and why you care about the issue. Remember, you're the grassroots expert! You are an advocate for children and have no personal agenda.

2. **Be Specific, Clear and Simple** - Get Down to Business Quickly - State the issue, your position, and what you want the legislator to do.

3. **Handling Objections** - This is a key aspect of lobbying. If the legislator doesn't agree with your view point you might say

"I understand your concerns, but (state your case and ask them to consider it)"

4. **Use Personal Stories** - Remember, your job is to persuade. Tie your personal experience with the policy issue you are discussing. A personal story will leave an image that legislators will remember when they vote on the issue.

Paint a picture and tie it to your and the legislator's community

5. **Seek Support & Offer Thanks** - Remember to always be polite even if they disagree with you. Thank them and follow-up with a letter or e-mail.

6. **Get the Commitment**

Ask them to commit to invest in children and public education—no more cuts

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