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 viewpoint 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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