

Scenes from the Hill: A Mock Legislative Meeting

Member of Congress: Jennifer Bernstein

Executive Vice President, Horizon Government Affairs

Legislative Aide: Taylor Gilliam

Principal, Inside Pitch Government Affairs

Advocate #1: Sarah Kucharski

CEO/Chairman and Founder, FMD Chat

Advocate #2: Robert Ostrea

Co-Founder and Board Member, Little Miss Hannah Foundation

Advocate #3: Michael Illions

Vice President and Director of Advocacy, Pediatric Hydrocephalus Foundation



What NOT to do in a meeting with a Member of Congress

- ▶ **DON'T** show up without coordinating with your team members.
- ▶ **DON'T** be late to the meeting.
- ▶ **DON'T** forget to silence you cell phone.
- ▶ **DON'T** be disrespectful to staff. That includes secretaries, aides, and interns.
- ▶ **DON'T** talk for too long and without a point.
- ▶ **DON'T** talk about the bills or issues your Member won't be able to help with. House bills are for Members of the House. Senate bills are for Members of the Senate.
- ▶ **DON'T** forget the Bill numbers and understand the bills you are talking about.
- ▶ **DON'T** have too many asks. One or two per person for smaller meetings, only one per person for larger meetings.
- ▶ **DON'T** forget to thank everyone you interacted with in the office.
- ▶ **DON'T** forget to post pictures and a thank you tagging your Member on Facebook and Twitter.
- ▶ **DON'T** forget to follow up about your ask.
- ▶ **DON'T** forget to send a thank you note.
- ▶ **DON'T** forget to keep growing the relationship.



What to DO to have a successful meeting with a Member of Congress

- ▶ **DO** coordinate with your team before the meeting.
- ▶ **DO** practice your two minute pitch and ask.
- ▶ **DO** take the time to learn about your Member.
- ▶ **DO** learn about the bills and know the bill numbers.
- ▶ **DO** arrive early to your meeting.
- ▶ **DO** smile and be courteous to the Member's Staff.
- ▶ **DO** thank the Member if they have supported rare disease legislation in the past.
- ▶ **DO** take a picture with the Member and/or staff.
- ▶ **DO** take the time to thank the Member and Staff on Social Media.
- ▶ **DO** send thank you notes.
- ▶ **DO** follow up.
- ▶ **Do** continue to grow the relationship.

