Scenes from the Hill: A Mock Legislative Meeting

Member of Congress: Jennifer Bernstein
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Legislative Aide: Taylor Gilliam
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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.