

# NCMS LEGISLATIVE ADVOCACY DAYS



NORTH CAROLINA  
MEDICAL SOCIETY

## Tips for a Successful Legislative Visit

white coat wednesdays

### Stay on Message.

- ◆ Share personal experience or data that demonstrates how a certain policy will affect your practice and your community.
- ◆ If asked a question about the other side of the argument, answer the question as completely as you can, giving your particular perspective.

### Keep it brief.

- ◆ If you are requesting action, communicate that up front.
- ◆ Because legislators' time is limited, have a plan to budget your time appropriately.

### Frame the issue as it affects the legislator.

- ◆ Your case is stronger if you present the issue as the legislator sees it.
- ◆ Recognize that you seldom get everything you ask for and that compromise is important.

### Work with staff.

- ◆ Be on time and let the receptionist know you're there.
- ◆ Never view the staff as a "second resort." Legislators depend heavily on them.

### Say thank you.

- ◆ Send your legislator a thank you note via mail and/or e-mail.
- ◆ Follow up promptly with any information you have promised to provide legislators or staff.