



How to Present Your Message to Your Policymaker in a Personal Visit

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| 0-3 mins. | Introductions | <ul style="list-style-type: none">➤ Be on time➤ Establish connections |
| 3-10 mins. | Message | <ul style="list-style-type: none">➤ Deliver four clear points➤ Give personal stories➤ Provide state specific facts and statistics➤ Engage the Member |
| 10-13 mins. | Request | <ul style="list-style-type: none">➤ Designated spokesperson makes request➤ Ask for Specific Actions➤ Stay on Message |
| 13-15 mins. | Listen | <ul style="list-style-type: none">➤ LISTEN to the Response➤ Record stance and any requests for follow-up |