Lobby Day Dos and Don’ts

Do

● DO Identify yourself as a medical cannabis patient.
● DO learn members' committee assignments and where their specialties lie.
● DO present the need for what you are asking the Member to do. Use data or cases that you know.
● DO tell what patients need to have laws work better for them.
● DO relate situations to their district.
● DO tell how you are utilizing medical cannabis now, if applicable.
● DO ask the Representative or Senator's position and why.
● DO tell what proposed legislation could do to help you and other patients.
● DO - in case of voting records - ask why they voted a particular way.
● DO show openness to the knowledge of counter-arguments and respond to them.
● DO admit when you don't know. Offer to try to find out the answer and send information back to the office.
● DO spend time with a Member whose position is against yours. You can lessen the intensity of the opposition and perhaps change it.
● DO spend time developing a relationship with the Members' staff.
● DO use ASA materials in your lobbying visit.

Don’t

● DON'T overload a visit with too many issues.
● DON'T confront, threaten pressure, or beg.
● DON'T be argumentative. Speak with calmness and commitment so as not to put them on the defensive.
● DON'T overstate the case. Members are very busy and you are apt to lose their attention if too wordy.
● DON'T expect Members to be specialists. Their schedules and work loads tend to make them generalists.
● DON'T be put off by smokescreens or long winded answers. Bring Members back to the point.
● DON'T make promises you can't deliver.
● DON'T shy away from meetings with legislators whose view is opposite your own.
● DON'T be offended if a legislator is unable to meet and requests you meet with their staff.