



TIPS FOR TALKING WITH YOUR LEGISLATOR

Talking to Your Legislator

- Tell them a little about yourself—where you live, what you do for a living, and that you’re a member of the Iowa Pharmacy Association.
- Be sure to tell them that you live or work in their district (if you do).
- Stay relaxed and be yourself. Contacting your legislator may seem intimidating, but it’s important to remember that he or she is elected to represent you in the legislative process. It’s worth the effort and does get easier with a little practice.
- Keep your discussion high-level unless you are asked to go into more detail. Legislators are confronted with lots of issues in a wide variety of areas.
- Discuss how the issue impacts patients and constituents. Legislators are often most motivated to address issues that affect their constituents.

Face-to-Face Meetings

- Connect your talking points to your story (how it has impacted your patients and your practice setting).
- Don’t be argumentative. You may not agree with the stand your legislator is taking on this particular issue, but it is important not to burn any bridges. Little is gained by arguing with your legislator. Keep reminding them how this issue affects your patients.
- Don’t be defensive. They may ask tough questions. They are probably asking the questions that will be asked of them. If you do not know the answer to a question, offer to follow up with them when you’ve had more time to look into it.
- Remember your goal is to have a long-term relationship. You won’t always agree with your legislator. You are looking for common ground on the issues in which you are interested.

Making the Ask

- When pursuing a specific issue or piece of legislation, it may be necessary to ask for your legislator’s support.
- If there is a bill associated with the issue, be specific and ask them to support the bill. You can ask them, “Will you support this legislation?”
- Ask them if they have any questions or need any additional information.

Closing and Follow-up

- Always thank them for their time and attention.
- Be sure to send a thank you note and follow up with information promised.



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