

FOUR EASY STEPS FOR A SUCCESSFUL LEGISLATIVE VISIT

- #1 Introduce**
- #2 Inquire**
- #3 Inform**
- #4 Request**

Step #1 – Introduce

- a. Team Leader introduces the group and the topic: SB 810
- b. Members of the group go around the circle and each says their name, profession, and group (only!).

Step #2 – Inquire

- a. Ask the legislator if he/she plans to support SB 810 this year.
- b. (The answer guides which arguments you choose to make the case.)

Step #3 – Inform

- a. Each member of the group in turn then:
 - a. presents a Theme I argument – “social justice” OR
 - b. presents a Theme II argument – “financial savings” OR
 - c. tells a personal story about harm caused by our current health system and how single-payer could fix the problem.

Step #4 – Request

- a. Ask a supportive legislator to co-author SB 810 this year and encourage their colleagues to do the same.
- b. Ask an undecided legislator what information they need to become supportive. Find and provide that information after the visit.
- c. Ask opponents what information might change their position. Offer to provide additional information about the cost savings for California. Find and provide this information after the visit.

ADDITIONAL TIPS FOR A SUCCESSFUL VISIT

1. Do Your Homework

- Research your representative. Check out his/her official government website, plus any additional pertinent information your search may bring up. Visit www.votesmart.org.
- You will be able to find party affiliation, biographical information, committee assignments, and key issues of concern for your legislator.
- See if your legislator is a previous co-author of the state single-payer legislation.
- Review your legislator's voting record and any publicly stated views or opinions.



2. Meet Beforehand with Your Legislative Team to develop your Game Plan

- Choose a **team leader** to be in charge of introducing your group, as well as the reason for the meeting (in one sentence!): support for SB 810.
- **Each person in the group** needs to pick and prepare one point or argument they can make or one brief personal story they can tell.
- The **team leader** also makes sure everyone else stays on subject, doesn't ramble on too long, and that everyone has a chance to make their point. One technique is for the team leader to nod at the next group member when it is time to move on to another point.
- Choose a **note-taker** who does nothing but record the legislator's position, comments and requests for additional information.
- Choose a **follow-up person** who will be in charge of handing the legislator/health staffer the information packet and their business card with contact information. This person will also get the health staffer's business card and send a thank you note along with any additional information that was requested.
- The **follow-up person** will fill out the visit report form and send it to Cindy Young at cyoung@calnurses.org.

3. Arrive Early for the Meeting

- Meet outside the office 10 minutes before the meeting and enter the office as a group a few minutes before it is time for the meeting to start.

4. During Your Visit

- The information you gathered about the legislator before the meeting will help you decide which arguments may be the most effective to persuade him or her.
- Make your case and then after you speak, let legislators explain their views without interruption.
- You should anticipate what they might say and have any rebuttals prepared beforehand.

5. After Your Visit

- Even though the meeting is over, this isn't the end. Think of this as the beginning of an ongoing relationship with your legislator that will allow you to voice your opinion about SB 810 in the future.
- Check in with the health staffer periodically to encourage the legislator's continued support, if appropriate.
- Send the staffer new information or important press articles about single-payer as they become available.

