

12 STEPS TO MAKING YOUR VISIT A SUCCESS!!

1. Be on time for your appointment.
2. If there is a delegation of NBNA members making the visit, pick a spokesman to detail the positions of NBNA. (Clustering in groups (per state) will aid in more efficient use of your time.)
3. Give them the facts; provide 2 or 3 statistics or information to back up your points.
4. Point out how NBNA's position can improve the health status of the Nation.
5. Direct the discussion to NBNA'S focus and your congressional district. Provide insight about the nursing profession and the health status of the Congressional district.
6. Ask the Member for his/her opinion. Ask about legislation that he/she has sponsored or co-sponsored that has an impact on health care policy.
7. If you meet with a staff member, please be respectful because they are usually the one carrying your issues/interests to the Member of Congress.
8. If you do not know an answer, offer to get the information to them later. Do not try to craft an answer.
9. Remember to stay within a 10-15 minute timeframe.
10. If the Member of Congress asks you to take a walk with him/her to their next appointment, do so and do not be offended. You may learn more information from the Member.
11. Follow-up with a thank you note.
12. Stay in touch with the Member of Congress throughout the year. Invite him/her to your Chapter activities.

Call 202-225-3121, the Capitol Hill Operator, for the telephone number and room number for your Member of Congress.
