

ADVOCACY **DON'Ts** and **DOs**

- **DON'T** rely on others outside your Representative or Senator's home base to communicate with them.
- **DO** make sure they know who you are and that you represent group of voters in his or her district.
- **DON'T** ignore the legislator just because she or he is a conservative.
- **DO** apply positive pressure even if your legislators are conservatives who supported Brownback. Why? Because they are worried because of the 2016 elections and they need you and those you lead – they will welcome a conversation.
- **DON'T** ignore the legislator just because she or he is a conservative.
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- **DON'T** ever organize emails or call-ins with identical messages.
- **DO** provide facts and contact info to your folks and asked them to craft their own original message.
- **DON'T** think you have to go to Topeka only to talk to them.
- **DO** find out if they hold local district meetings, coffees, or breakfasts, and attend.
- **DO** Offer to host one anytime they are home. Put groups together for them to speak to and hear from in the off session period.
- **DO** develop relationships at home, make sure they know who YOU and your group are. Will make every Topeka visit, phone call or communication more meaningful.
- **DO** make sure you are an influence.
- **DON'T** ever get mad, up in his or her face, or be argumentative.
- **DO** lay out facts and/or the rationale for your position and have a conversation.
- **DON'T** get angry if you cannot change his or her mind.
- **DO** say we'll agree to disagree and I look forward to working with you in the future.
- **DO** always keep the communication door open.
- **DO** find other ways to apply pressure. Other voices from the district who you believe may have influence over legislator.
- **DO** encourage lots of contacts from voters in the district on the issue.
- **DO** use old-school tactics – relationships, telephone trees (email), campaign involvement...
- **DO** notice and reward them when you like what they do.