



MAY 2-3, 2023

ENA
EMERGENCY NURSES
ASSOCIATION

Preparing for Day on the Hill Meetings

- Be thoroughly prepared for your meeting. You should know the issue, including the main points, bill number (if a bill exists), and where it is in the legislative process. In addition, you should research the Senator's/Representative's background and work on the subject.
 - Try to know if the Senator/ Representative is a cosponsor of any bill you will be discussing.
 - ENA will provide you with a leave-behind folder that will contain (1) an introduction to ENA and (2) a one-page summary on each issue that you will be discussing in the meeting
- Because meetings are generally short, it is important to be focused only on ENA's Day on the Hill issues in order to be more effective.
- In discussing your priorities, be concise and to the point
 - ENA's summary material on each bill will walk you through important points to make
 - Don't forget to "make the ask!"
- Be politically smart
 - Confirm you are a constituent; note where you live and work
 - Tell your story to personalize the issue
 - Do not mention political contributions or affiliations
 - Do not engage in arguments

- Be ready to respond to questions
 - Anticipate arguments against your position and have answers ready
 - If you are not sure of answer, promise to follow-up with information
- Leave behind information on ENA and the specific issues you discussed in the meeting

Tips for Success:



DRESS CODE: Business casual with comfortable shoes

WHAT TO BRING: A pad and pen or device for taking notes, business cards, government I.D. and a mask (just in case)

TELL YOUR STORY: Lawmakers will remember the story more easily than data

GET TO THE ASK: Be aware of time to ensure you have enough to make the ask

LEAVE-BEHIND: Don't forget to give your Congress member the folder

FOLLOW-UP: Reach out after the meeting to establish a real connection