

Lobby Day Guide

Follow these tips to ensure that your meetings are productive

Make a Good First Impression

- Dress as you would when attending an important business meeting
- Review your meeting schedule and discuss with any others who are attending with you
- Arrive 10 to 15 minutes early and check in at the front desk
- Be polite and professional at all times

What to Expect

- You will be meeting with a Congressional staffer and possibly also the Senator or Congressman.
- Occasionally they will meet you in a hallway if space is limited
- Staff are busy and do many meetings each day so keep your meeting concise & no more than 30 minutes
- Use the map provided in your packet to help navigate, ask questions if you need help
- Use underground walkways to move between House buildings and between Senate buildings
- You will do a lot of walking so wear comfortable shoes

How to Approach Your Meeting

- Mention you are attending Vote Hemp Lobby Day
- Bring and share business cards at the start of the meeting
- Introduce yourself and tell your story
- Let them know if you are a constituent and talk about how hemp is making a difference
- Review talking points and share one pager
- Be on message, stick to talking points, don't talk about marijuana except to explain the difference
- Make your ask! Request that the Senator/Congressman cosponsor the Hemp Farming Act
- If the member has already cosponsored, make sure to thank them!
- Ask if they have any questions
- If you don't have an answer for a question, tell them you will check and follow up

Be Social!

- Take photos of your group outside the office and share on Facebook, Twitter & Instagram
- Use the hashtags #HempLobbyDay #VoteHemp #HempHistoryWeek
- Tag the member you are meeting if you can, most have a Twitter account
- Email any photos you take to socialmedia@votehemp.com

Follow Up

- After the meeting send any notes on how it went to lobbyday@votehemp.com
- Let us know if there are any questions that we need to follow up on
- Send an email to the staffer thanking them for their time and offering to be a resource



www.VoteHemp.com