



# American Postal Workers Union, AFL-CIO

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## LOBBYING TIPS

115th Congress

**The purpose of lobbying is to establish a relationship with your legislator and educate them on issues of importance to you.** To schedule an appointment, the box below can help you reach out to your legislator's office, and these few tips can help ensure your visit is a successful one.

1. Know your legislator. Know what committees they sit on and where they stand (or how they previously voted) on APWU's issues.
  2. Arrive early for your appointment. Know in advance that Members of Congress and their staff are extremely busy and may only give you 10-15 minutes.
  3. Be friendly.
  4. Know your issues and have accurate information. This puts you in a better position to make an ask such as requesting they becoming a co-sponsor on a bill or resolution that we support, make a vote in committee or on the floor in favor of a bill or amendment, or (if they have already supported our issues and taken those actions) ask them to contact another key member who's support we need.
  5. Be a good listener; don't dominate the conversation.
  6. If there is more than one APWU member attending the meeting, organize beforehand. One person can open the meeting, one person can tell a relevant story, one person can make the ask, etc. Don't speak on top of one another, being coordinated is extremely important.
  7. Be courteous and respectful of their time, but make sure you make the ask before you leave. If you don't ask them specifically to support something, they have an "out".
  8. Be prepared to leave your legislator or their staff with a copy of information as to why you support or oppose particular legislation.
  9. Use real life, local examples. Every Member of Congress responds better to their constituents. Tell a story that hits home for them. For example, "in my neighborhood, the store owners are very frustrated about their advertised sales arriving in people's mailboxes after the sales have finished. We need to return our service standards back to 2012 levels."
  10. Be sure to collect contact information or a business card from staff. Follow up your meeting with a handwritten note thanking them for taking the time to visit with you.
  11. Set up a meeting at the local office when they are back in the district to follow up on the issues you discussed as well as any new issues that arise.
- Don't forget to take pictures and send them to [legislative@apwu.org](mailto:legislative@apwu.org)!

### Contacting your Member of Congress is Easy

With the Capitol Switchboard hotline (202) 224-3121, it's now simpler than ever to call and make an appointment with your representative in Congress. If you look on the back of your 2018 APWU membership card, the Capitol Switchboard number is also printed there so it can always be handy. When you call, you can provide your ZIP Code and be transferred directly to your lawmaker's office.

Contact the APWU Legislative and Political Department at (202) 842-4211 for more information  
A complete list of APWU Legislative Priorities is available at [apwu.org](http://apwu.org)