



American Postal Workers Union, AFL-CIO

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LOBBYING TIPS

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Amid the COVID-19 pandemic, the nature of lobbying has changed. Instead of speaking with lawmakers and staff in the hallways and offices of Congress or scheduling in-person meetings, we've had to rely increasingly on phone calls, videoconferencing, emails, and letters. Though the way we advocate for the issues important to us has changed, as always, we'll continue to make our voices heard. Our tips below can help you be successful when reaching out to your representatives.

1. Know your legislator. Know what committees they sit on and where they stand (or how they previously voted) on APWU's issues.
 2. Understand that the ongoing pandemic has impacted legislators' operations. Some lawmakers may be accepting in-person meetings, virtual meetings, or some combination of the two.
 3. Arrive early for your appointment. For virtual meetings, if there are technical difficulties or you have trouble jumping on the call, getting on the call earlier will give you time to troubleshoot issues or request a new meeting link. As lawmakers and their staff are extremely busy and may only give you 10-15 minutes, it's best to arrive early to avoid an even shorter meeting or missing it altogether.
 4. Know your issues and have the facts handy. This puts you in a better position to make an ask such as requesting they become 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 whose support we need.
 5. If there is more than one APWU member attending the meeting, coordinate beforehand. If it is a virtual meeting, make sure all attendees have the video conferencing link.
- As for messaging, one person can open the meeting, one person can tell a relevant story, one person can make the ask, etc.
6. If video conferencing, be courteous and make sure you're muted if not speaking as to avoid distractions and background noise.
 7. Be respectful of their time, but make sure you make the ask before your meeting ends. If you don't ask them specifically to support something, they have an "out".
 8. Be prepared to email a copy of information outlining why you support or oppose particular legislation to your legislator or their staff.
 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 from staff. Follow up within a week of your meeting with a note thanking them for taking the time to meet with you.
- When making calls or attending virtual meetings, don't forget to take pictures and send them to legislative@apwu.org!

Contacting your Member of Congress is Easy

With the Legislative hotline (844) 402-1001, 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 APWU membership card, the Legislative hotline 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

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