

American Postal Workers Union, AFL-CIO

Mark Dimondstein, President
Judy Beard, Legislative & Political Director



HOW TO LOBBY

HOW TO SCHEDULE A MEETING

If speaking for the union, make sure you are working with your local, state, or retiree chapter president and legislative director.

While getting a meeting can be challenging, here are some tips to ensure you secure one:

- Call your local office and ask for the staffer that handles postal matters or the issue you want to meet on. If the staffer is unavailable, ask for their email address
- In your email to the office:
 - Identify yourself as a constituent and provide your address
 - State your role within APWU
 - Give them a **short** summary of what you want to discuss
 - Make a specific request for a meeting (via phone, Zoom, or in person)

Remember that persistence is key. If you don't receive a meeting right away, keep trying every 2-3 days.

Pro Tip: If you are unable to get a meeting, attend a public event with the elected official, such as a rally or town hall, and ask the member for a meeting directly.

HOW TO PREPARE

- Do your homework on the member
 - What are their policy positions?
 - What committees do they serve on?
- Know your issues
 - Obtain a copy of the APWU legislative priorities on our website
- Tailor your request to their position
- Think of a story that is personal, relevant, and took place in the district
- If there will be multiple people, assign roles early and meet in advance
- Practice your pitch

THE MEETING

- In advance of the meeting, send a note confirming the time and place, and listing the participant names, their titles, and district addresses
- Introduce yourselves and establish yourselves as leaders in your community
- Tell your relevant story and connect it to your issue
- Remember to be early

CLOSING THE DEAL

- Always make a direct ask
- Follow up with a thank you note:
 - Summarize your ask and explain how your ask is good policy
 - Thank them for their time
 - Reiterate any commitments made
 - Provide them with a digital copy of any legislative priority or other documents that support your ask

Contact the APWU Legislative and Political Department at (202) 842-4211 for more information
UPDATED: FALL 2023