



Partners In Health

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Building the **Right to Health** Movement



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Building Relationships with Your Members of Congress

- Opening discussion
- What is in a Congressional Meeting
- How to Schedule/Run a Meeting
- Building and Maintaining the Relationship
- Common Challenges
- Scenarios
- Resources



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**What is important when
beginning and maintaining a
successful relationship?**



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What is a Congressional Visit?



- Use our constituent power
- Influence our legislators
- Mobilize for global health inequity



We meet with MoCs on all points of the political spectrum and here's why:

- Extreme opposers
- Moderate opposers
- Moderate supporters
- Extreme supporters (Champions)

- Build relationships
- Show power
- Find out where they are on the champion scale

GLOBAL
HEALTH
CHAMPION



GLOBAL
HEALTH
SCROOGE

- 
- 4 Champion
 - 3 Leader
 - 2 Advocate
 - 1 Supporter
 - 0 Neutral/Uninformed
 - 1 Opposed

What is in a Visit?

EPIC:

Engage - Build a Relationship

Problem - Global Health Funding is in a serious crisis

Inform on a Solution: They can help!

Call to Action - Here's how...



How to Schedule a Visit

1. Decide when to meet with MoCs strategically
2. Start **EARLY**
3. Call/email your congressperson's local office
4. Be **persistent!**
5. Ask to conference in relevant DC staff



To Do List:

- Background research
- Decide who is attending
- Check in with your team's coach
- Set an agenda
- Assign speaking roles (and practice!)
- Print leave behind

Anatomy of a Meeting:

(Example from our 2020 Summer/Hill Week Advocacy)

LOBBY MEETING AGENDA



* make a copy of this document for your meeting.

[Meeting report form!](#)

SECTION	TIME	TALKING POINTS	PERSON
Meeting Launch + Thank yous	5 min	<ul style="list-style-type: none"> Thank the MOC office for hosting us for this meeting Introduce the PIHE group and who we are (see example facilitator script) Explain our purpose of the meeting Ask the aide(s) to introduce themselves 	PIHE Team Lead
Group Intros	5 min	<ul style="list-style-type: none"> Introductions: Name, location, one sentence about why each person cares about the cause (30 seconds or less) Facilitator be prepared to help keep the introductions moving & call on people to go next 	
Personal Story Sharing	7 min	<ul style="list-style-type: none"> 2-3 team members will deliver personal stories of 1-2 minutes per person! (see supplemental tool for delivering a personal story) Try to link your story to a demand, and include a suggested talking point Facilitator will help transition between stories 	
The ASK + discussion	10 min	<p>[optional] pull talking points to help you articulate the issues or from the 1-page "leave-behinds" here</p> <p>pause after each ask to see what the MoC/Staffer thinks</p> <ul style="list-style-type: none"> Ask the aide if they have any questions about our demands A great question to always ask: "Where does the Congressperson stand on these issues?" 	
Closing	3 min	<ul style="list-style-type: none"> Thank them for their time, ask to schedule a time for a follow up call You can close with a line like: "<i>A pandemic is not over anywhere until it is over everywhere</i>" or "<i>We are as vulnerable as our least protected neighbor</i>" <i>"Thank you to you and Representative _____ for everything you are doing. We are grateful for the time you took to meet with us today; we know this is a hectic and stressful time for everyone. We hope you and your loved ones stay safe and that you will stand with our cause.</i> 	

ADDITIONAL MEETING ROLES	PERSON
Facilitator	
Timekeeper (<i>confirm how much time we have at the beginning of the meeting</i>)	
Notetaker/Quote-capturer (<i>take notes & capture impactful quotes</i>)	
Photo-taker (<i>take a few screenshots throughout the meeting, ask permission for us to share it</i>)	
Follow-upper (<i>email the congressional office right after the meeting with another thank you, our demands, supplemental documents, and the photo of the meeting</i>)	

- Thank Congressperson for time and supportive action
- Connect on a personal level
- Make a plan for follow up
- Be confident and clear
- Take notes
- Leave with a plan
- Provide a leave-behind and collect business cards
- Take a picture!



Virtual Meeting Tips

- Practice with and without cameras
- Set an expectation for your team to RSVP to meetings
- Be engaging and clear
- Have one person be the ‘facilitator’
- Utilize the chat option to share docs/links



**What are some challenges
you have faced meeting
with MoCs?**

**What are some challenges
you are anticipating with
MoCs?**



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**What are some challenges
you have faced meeting
with MoCs?**



- Unengaged, unresponsive staffer
- “Politics of Delay”
- Unsupportive staffers/MoCs
- Vague responses to Asks
- Unresponsive to emails

The Key to Building/Maintaining the Relationship: **FOLLOW UP!!**

- Plan to speak with their office **several times**
- In future advocacy campaigns try to communicate with the same staffers
 - Mention previous communications so they remember who you are
- Report back to the network using the reporting form

- Make good impressions and be friendly so that they are more likely to respond to you in the future
- Be personal and memorable in your conversations so they are more likely to remember you
- Every email/call should include an actionable item
- Reference previous meetings

- Get to know who is most helpful on the staff
- Do not underestimate a staff's influence with the MoC
- Connect with MoCs in other ways
 - Town Halls
 - Campaign Events
- Find connections in your own network

- Recap what was discussed in the previous meeting and follow up emails
- Share new stories of self or share a story of us/now
- Present any new asks you may have
- Ask the follow up questions
- Closing/plan for further follow up



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Example Follow up Ask

New Ask

Sign Dear Colleague Letter on global funding for addressing the COVID-19 pandemic

In early July, Senator Rubio (R-FL) and Senator Cardin (D-MD) wrote a Dear Colleague Letter on global funding for addressing the COVID-19 pandemic. As you mentioned Senator Cantwell's support of global funding in the previous meeting, we would like to ask Senator Cantwell to sign onto this Dear Colleague Letter. [Link](#) Can we count on Senator Cantwell to sign onto this letter?

Q1

Global Funding for COVID-19

Previously, you mentioned that you would need to connect with your colleagues to have a better idea of Senator Cantwell's stance on global funding for COVID-19 and other international policies. Would you be able to update us on what you were able to hear from your colleagues and Senator Cantwell on our ask to **Allocate \$12 billion for a Global Pandemic Prevention Program to support low-income countries to develop and implement their own plans to prevent outbreaks and stop international disease transmission.**

Q2

Contact Tracing and Testing

In the previous meeting, you mentioned that Senator Cantwell was supportive of the HEROES Act and **allocating \$75 billion contact tracing and testing.** One component of our ask on contact tracing is to hire from within the unemployment pool. Can you tell us where Senator Cantwell stands on this aspect of our ask?

“Build a long term, respectful and sustained relationship with your members of Congress. **It is the best way to get them to do the right thing.** Even if you disagree with them on most issues, the value of building a relationship with their office cannot be overstated.”

~ *Theo Sittler*

FNCL Peacebuilding Lobbyist



An MoC from Texas's staff tell you outright at the beginning of the call, that the chances of them supporting the NOVID legislation are zero. What is the new goal of your meeting?

How would you approach this meeting?

How would you follow up after?

A Senator from Massachusetts agrees verbally with Engage on every issue. Their staff agree with everything you say, nodding as you speak. What asks could you make to get them to further the Senator as a champion?

How could you strengthen the relationship with his office?

Why is that important?



Key Takeaways for MoC Relationships

- Thoroughly prepare for the initial meeting
- Be personal and have a clear call to action
- Follow-up!!!!!!
- Identify a point of contact on the staff who will be helpful in the future
- Think long term

1. Who are your team's local representatives?
2. Who represents the members of your team?
3. Which MoCs do you want to build relationships with? What do you think that will take?
4. Where else can you access your MoCs?



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Advocacy Resources

All resources can be found at

pih.org/engage

- You will find
 - Advocacy Campaigns
 - How to Contact MoCs/Run a MoC Meeting
 - Other Related Advocacy Materials



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**REMINDER: Please rejoin
the main zoom group and
rename yourself with your
small group letter before
you take your break!**