



JOE GAGEN

A Former State Representative's 10 “Ps”

Be professional: The Capitol is a building of dignity. Business attire is expected.

Be prompt: Seconds are valuable. Scheduling may be so tight that you only have a few minutes. Some Senators schedule their office visits before 6 a.m. because that is the only available time in the day.

Be persuasive: Do your homework and confidently state your case. You may be the only one in the state who knows what you do.

Be patient: Good legislation takes a long time - that's how unintended consequences are avoided.

Be positive: Your legislator wants to solve problems. Offer positive suggestions. Whining is not becoming.

Be polite: Courtesy implies respect.

Be our partners: Partners are vested in the outcome and share the responsibility. You are the best resource for your legislator.

Be personal: Invest time in developing a personal relationship with your legislator. Everyone wants to help their friends.

Be passionate: Be sure it's a critical issue – one about which you are passionate - before you ask your legislator to “go to battle” for you. Your enthusiasm will be contagious.

Be precise: Ultimately, the legislator wants to know how he can help you. Make your requests as specific as possible.