

PRINCIPAL’S REPRESENTATIVE PERFORMANCE EVALUATION

(Principal’s Representative (“Client”) and Lobbyist
complete evaluation and meet to discuss.)

	Client was: administrator__ ; advocate __	Yes	No
A	Overall		
	Knowing what you know now, Principal’s legislative goals were realistic?		
	Client’s participation in the lobbying project was appropriate to the challenge?		
	Client-Lobbyist relationship was based on mutual respect?		
B	Client attitude. Client:		
	Was competent, technically and temperamentally, managing lobbying project?		
	Was culturally aware of capitol values, decorum, and operations?		
	Was consistent with legislative goals, information provided, and public statements?		
	Was easy for Lobbyist to contact?		
	Was easy for Lobbyist to work with?		
	Did what he or she needed to do when it needed to be done?		

	Client was: administrator__ ; advocate __	Yes	No
C	Client-specific behavior. Client:		
	Ensured Lobbyist's warranty of no conflicts of interest remained in effect?		
	Initiated crucial conversations necessary for a good relationship?		
	Was the sole contact between Principal and Lobbyist?		
	Made decisions appropriate to his or her responsibility to the lobbying project?		
	Did not expect Lobbyist to make key decisions belonging to Client?		
	Weighed Lobbyist's advice when making management decisions?		
	Did not allow Lobbyist to rush Client to judgment?		
	Was seen regularly in the capitol, as appropriate to the challenge?		
	Educated Lobbyist on Principal's technical and political positions?		
	Promptly and appropriately responded to Lobbyist's requests for participation?		
	Provided timely responses to Lobbyist's requests for policy and information?		
	Communicated regularly and appropriately with the Lobbyist?		
	Immediately informed Lobbyist of all significant Client contacts with legislators, staff, special interests, etc.?		
	Did not act without coordinating with Lobbyist?		

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	Client was: administrator__ ; advocate __	Yes	No
	As guided by Lobbyist, made campaign contributions (if any)?		
	Helped lobbyist accrue political "chits"?		
	Did not micromanage lobbyist?		
	Realized lobbyist has to satisfy legislators, staff, agencies, special interests, and Lobbyist's other clients?		
	Did not expect Lobbyist to be immediately available all the time?		
	Regularly evaluated and adjusted direction of lobbying campaign?		
D	Conclusions		
	If you are Client, are you satisfied with your own actions?		
	If you are Client, do you think the Lobbyist wants to work for you another year?		
	If you are Lobbyist, are you satisfied with Client's participation?		
	If you are Client, do you want to work with Lobbyist another year?		