

Track 1 - How to Successfully Lobby State Legislatures

"No man's life, liberty, or property is safe while the legislature is in session."
 J. Gideon Tucker

<u>Time</u>	<u>Workbook Page</u>	<u>Topic</u>
8:45 – 10:10	1	Introduction
	2	Overview of the Campaign Method and Seminar
	4	Lobbying: What, Why, Who, Where, and When
	10	Federal-State Lobbying Interconnection (Phillips)
	11	Effective Legislative Lobbying
	17	Assessing and Increasing Political Strength
10:10 – 10:25	23	<i>Activity 1 Assessing Your Political Strength</i>
10:25 – 10:50	24	Building Your Lobbying Organization
	31	Crafting Your Bill and Supporting Materials
10:50 – 11:00		Break
11:00 – 12:40	37	Legislative Staff
	42	Legislative Procedure
	47	Committees, Testimony, and Caucuses
	51	Legislative Ethics
	54	Campaign Contributions
	59	Special Interests and Coalitions
12:40 – 1:00	65	<i>Activity 2 Coalition and Alliance Building</i>
1:00 – 1:30		Lunch
1:30 – 2:15	66	Negotiating with Special Interests
2:15 – 3:15	80	<i>Activity 3 Negotiation</i>
3:15 – 3:25		Break
3:25 – 3:55	84	Motivating Lawmakers
	89	Getting and Keeping Votes
	97	<i>10-minute Constituent Lobbyist Checklist</i>
3:55 – 4:25	104	<i>Activity 4 “3-minute in the Hallway” Lobbying</i>
4:25 – 4:40	106	Actions after the Committee of First Reference
	110	Conclusion
4:40 – 5:00		Q&A, Summary, and Evaluation