

Track 3 – Client-Lobbyist Reciprocal Job Performance Evaluations

“Build a trusting relationship based on actions not just words.”

John L. Zorack, Esq.

The Lobbying Handbook (1990)

| <u>Time</u> | <u>Workbook Page</u> | <u>Topic</u> |
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| 1:00 – 2:05 | 169 172 | Overview Contract Lobbying Services Defining Need, Finding and Engaging a Contract Lobbyist |
| 2:05 – 2:25 | 179 | <i>Activity 7 Principal-Lobbyist Understanding of Relationship</i> |
| 2:25 – 2:55 | 180 | Negotiating and Managing Fees |
| 2:55 – 3:20 | 184 | Power, Corruption, and Ethics for Contractors and Clients |
| 3:20 – 3:30 | | Break |
| 3:30 – 4:00 | 187 | How to Be an Effective Client |
| 4:00 – 4:15 | 192 | <i>Activity 8 Evaluation of Client Job Performance</i> |
| 4:15 – 4:30 | 193 | Client Evaluation of Contract Lobbyist Job Performance |
| 4:30 – 4:50 | 195 | <i>Activity 9: Client Evaluation of Contract Lobbyist Job Performance</i> |
| | 196 | Conclusion |
| 4:50 – 5:00 | | Q&A, Summary, and Evaluation |