

Client-Contract Lobbyist Reciprocal Job Performance Evaluations

"I'm a better lobbyist for the legislature. You're a better lobbyist for your lawmaker."
James Leahy (Connecticut Contract Lobbyist)

<u>Time</u>	<u>Workbook Page</u>	<u>Topic</u>
1:00 – 1:35		Contract Lobbying Video
1:35 – 2:35	146	Contract Lobbyist: Employment Objective and Basics
	152	How to Find the Right Contract Lobbyist
2:35 – 2:50	155	Activity – Client-Lobbyist Relationship
2:50 – 3:00		Break
3:00 – 3:45	156	Negotiating and Managing Fees
	159	Ethics for Clients and Contract Lobbyists
	162	How to Be an Effective Client
3:45 – 4:00	167	Activity – Client Job Performance Evaluation
4:00 – 4:15	168	Contract Lobbyist Job Performance Evaluation
3:15 – 4:30	170	Activity – Contractor Job Performance Evaluation
4:30 – 4:45	171	Q&A, Summary, and Evaluation