

# HILL MEETING TIP SHEET

Your goal is to become a trusted resource for your Member of Congress and their staff, and to develop a strong supporter of Impact Aid.

## PREPARING FOR THE MEETING

**Use the NAFIS website, [nafisdc.org](http://nafisdc.org),** to increase your familiarity with Impact Aid.

**Do your homework** by identifying your Member of Congress':

- Committee Membership
- Impact Aid Caucus Membership
- Recent local newspaper articles
- Recent press releases
- Policy interests
- Space on the political spectrum

**Prepare an example** of how Impact Aid is important for your school district.

**Develop your message** using the NAFIS Talking Points and Pitch Worksheet.

**Identify a group leader and plan** what each participant will contribute and when.

## DURING THE MEETING

**Be nonpartisan** and stay positive.

**Share your stories** and connect them to the interests of your Member of Congress. Be yourself and bring your passion.

**Be helpful** and offer to get back to the Member of Congress if you don't have the answer to a question.

**Make your ask,** using the NAFIS Talking Points to tell your legislator what you want them to do.

- Tailor to the Member of Congress' role
- Tailor to your expertise

**Take time to listen** and give your Member of Congress and their staff the opportunity to respond.

- Ask, "How can we help you?"
- Ask, "What is your boss's position?"

## AFTER THE MEETING

**Follow up** on any promises made - unanswered questions, statistics, resources, etc.

**Use social media to thank your Congressperson** for meeting with you and for their support for Impact Aid

- Take photos at your meetings and share them on social media, tagging the Member of Congress you met with or whose staff you met with
- Write a brief article for your school district website and share that as well
- Include @NAFISschools and #ImpactAid so we can amplify your message

**Send a "Thank You" email**

- Let the person you met with know you appreciate their time and support
- Reiterate any talking points if necessary
- If the Member of Congress is not on the Impact Aid Caucus, remind them to join by sending an email to [jschimmenti@nafisdc.org](mailto:jschimmenti@nafisdc.org)
- Invite them to visit your school district

**Remember, advocacy is a long-term process** - the meeting is only the first step!

**Keep NAFIS updated** on your Impact Aid advocacy throughout the year.

