Tips for Successful Meetings on Capitol Hill

The Week Before:
- Review AMPP’s position papers for legislative advocacy and consider how these issues impact the materials protection and performance industry.
- Research members of Congress to understand their positions on key advocacy issues relevant to AMPP.

The Day Before:
- Attend any kickoff programs or training sessions related to advocacy initiatives.
- Familiarize yourself with AMPP's priority advocacy issues and determine which ones to focus on during meetings.
- Coordinate with your group for congressional meetings to discuss strategies and key talking points.

Meeting Day:
- Dress in appropriate business attire or business casual attire.
- Remain patient and flexible as meetings on Capitol Hill can be subject to delays and schedule changes.

Meeting Conduct:
- Be polite, respectful, and professional in all interactions with congressional staff and elected officials.
- Start with brief introductions, including your affiliation with AMPP and the industry's impact.
- Highlight that the materials protection and performance industry represents a significant economic force.

Staying on Message:
- Clearly articulate AMPP's priority issues and explain why they are crucial for the industry.
- Tell compelling stories to illustrate the impact of these issues on businesses and workers.
- Avoid discussing campaign contributions or fundraising activities during meetings.

Additional Tips:
- Avoid distractions and focus on discussing the designated priority topics.
- If unable to answer a question, acknowledge and offer to follow up with relevant information.
- Respect time constraints and aim to convey AMPP’s key messages effectively within the allotted meeting time.

These tailored tips provide guidance specifically for AMPP's Government Affairs Manager and advocates engaging in advocacy activities on Capitol Hill, emphasizing professionalism, clarity of message, and strategic communication to advance the industry's interests effectively.