

# 5 FACTS YOUR MEMBER OF CONGRESS NEEDS TO KNOW

Before your Member of Congress joins you at your operation, there are a few “quick facts” you should have at the ready for your tour. Being prepared fosters a successful meeting and helps you make the most out of the Legislator’s trip to your business. These may be facts you gloss over at times, but don’t forget to lay the foundation for them.

# 1

## Provide history and overview

Before you jump into key issues, take a moment to provide background about you, your organization, and the impact on the legislator’s district or state.

# 2

## Share %, \$ and #s

For example, include the total number of employees in the field, in the office, or in your organization. Where can he/she buy your product?

# 3

## Explain your reach

Share how your operation affects the entire community. What type and how many jobs in the community does your business support? Think broadly.

# 4

## Give them the facts

Members of Congress will want to know the basics: years in operation, acreage, number of schools you service or quantity of retail locations. Give them facts they can relate to or visualize.

# 5

## Let them know how they can help

What are the biggest federal regulation challenges that you face?