**Congressional Facility Visit**

**Preparing for a Congressional Facility Visit**

Preparing for your conversation with your legislator is straightforward. Focus on:

1. The legislative issue talking points MEMA will provide to you.
   * The MEMA team will provide issue background and any information (a “leave behind”) to provide to the legislator.
2. The legislator’s background.
   * Visit their website to find out more about their background and the issues important to them.
   * We will let you know if they have taken a position on any of our key issues.
3. The most important talking point…your story! Be ready to share things like:
   * What you produce and how it is used
   * How and when your business started
   * How many people you employ.
   * Your impact on the community
   * An example that shows how a key issue is affecting your business.
4. Asking the legislator for their support. This is a critical part of the visit!
   * Based on the legislator’s current position on an issue, the MEMA team will let you know what to ask for. This could include things like:
     + Cosponsoring a bill
     + Supporting or opposing a bill
     + Encouraging colleagues to support or oppose a bill

Also consider a few important logistical issues:

* Be ready for a quick change.
  + Legislators’ schedules can change at a moment’s notice. Prepare a version of your facility tour that can be done in half the time you have scheduled.
* Prepare to take photos.
  + Think about the best photo opportunities during your tour
  + Let the legislator and their staff person know that you would like to take photos

The MEMA Aftermarket Suppliers team is here to help with your preparation. Please contact Carter Salwin [csalwin@mema.org](mailto:csalwin@mema.org) with questions.