**Preparing for a Legislator Meeting**

Preparing for your legislator meeting is straightforward. Focus on:

1. The issue talking points MEMA will provide to you
   * The MEMA team will provide issue background and any information (a “leave behind”) to give 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 our issue(s)
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 the issue(s) is affecting your business
4. Asking the legislator for their support. This is a critical part of the meeting!

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 meeting that can be done in half the time you have scheduled.
* Prepare to take photos
  + Let the legislator and their staff person know that you would like to take photos of all of the meeting attendees

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.