

# Best Practices for Meeting with Texas Legislators



## Do these ...

### Before the meeting

- ✓ Check out your lawmakers' website, social media sites
- ✓ Read recent news articles about the lawmaker and big issues at the Capitol
- ✓ Learn their committee assignments, specialties, and areas of interest
- ✓ Arrive early, start on time (call if you're running late)
- ✓ Be polite and well dressed—NO JEANS/T-shirts!
- ✓ Decide who will lead the meeting (if you're splitting the meeting, decide who will speak about what issue)
- ✓ Use real examples to communicate your point.

### During the meeting

- ✓ Be conscientious of everyone's time—This is a very busy time at the Capitol
- ✓ Present your business card up front, sign their guest book
- ✓ Stick to REALTOR® issues and positions
- ✓ ALWAYS tell the truth
- ✓ Find a local angle
- ✓ Ask the representative's or senator's position and why
- ✓ Show knowledge of counterarguments and respond to them cordially.

### End of the meeting

- ✓ Thank member/staffer for meeting with "the REALTORS®" during such a busy time
- ✓ Get the name and business card of any staff person who sits in on the meeting in case you need to follow up after the meeting
- ✓ Leave handouts provided by Texas REALTORS®

### After the meeting

- ✓ Complete your reporting form (this is very important)
- ✓ Write a thank you email or handwritten note to the legislator/staff you met; offer to be a resource on any real estate issues
- ✓ Follow through on any promises to lawmaker or staff.

## Don't do these ...

- ✗ Don't discount legislative staff. Many staffers look (and may be) young, but they carry tremendous influence and power.
- ✗ Don't bring too many issues—pick 3 or 4 only
- ✗ Don't be argumentative—the last thing you want is a confrontational meeting
- ✗ Don't be too wordy
- ✗ Don't expect legislators to be experts on everything. Most lawmakers and staffers are generalists (that's the nature of the job).
- ✗ Don't lose control of the meeting ... if the discussion veers off course, bring it back to the issue(s) at hand
- ✗ Don't make promises you can't deliver
- ✗ Don't discuss TREPAC or any past contributions
- ✗ Don't avoid lawmakers with "the opposite view." Disagreements happen all the time ... it's never personal
- ✗ Don't be afraid to say, "I don't know." Offer to follow up with them and let Texas REALTORS® staff know
- ✗ Don't be offended if you are asked to meet in a hallway or tight space. Where you meet does not matter; what you say and how you handle yourself does matter.



More resources at  
[TexasRealEstate.com/RealtorDay](https://www.TexasRealEstate.com/RealtorDay)