

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—April is very busy 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 TAR-provided handouts.

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 TAR 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)