



Lobbying 101

LEARN TO LOBBY

NexusWerx^{LLC}

RELATIONSHIPS WORKSHEET

What are 3 major advocacy “buckets” for my organization (ex. State Certification Policy; Federal Grant Funding, Local Zoning Regulations)?

Based on those “buckets”, which politicians will I need most? (State, federal, local) Consider this when determining: *What relationships will I nurture?*

What relationship-building activities will I engage in:

- ☐ Getting to know them
 - Get on their email lists (office and campaign)
 - Attend an official function
 - Attend a fundraiser
 - Attend a community event where they will be present
 - Popping by to say, ‘hello’
- ☐ Being helpful
 - Speak up when they’re getting heat
 - Write a letter to the editor
 - Praise them on social media
- ☐ Thanking them
 - Calling their office or writing a letter or email
 - Social media

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