

Porter's Principles

For Meetings with Members of Congress

Research!America's chair, **The Honorable John Edward Porter**, served in the U.S. Congress for 20 years. To help today's advocates, he has a few simple principles for developing a productive and long-lasting relationship with your congressional delegation.

How To: Make an Appointment

- Request the meeting as soon as possible, but no more than a month in advance.
- When calling or e-mailing an office, ask for the scheduler's name so you can address them directly.
- Send the meeting request according to their preference (fax, email, etc.) and include your complete contact information.
- Meeting requests should clearly state what issue or topic you wish to discuss so the scheduler can direct you to the appropriate staffer if your member of Congress is not available.
- If the member is not available, accept a meeting with the appropriate staff person.
- Follow-up by phone and e-mail to confirm the time.

How To: Have a Successful Meeting in Your Member's Home/District or Washington Office

- Be prompt and patient.
 - Be on time and prepared to wait if needed.
- Start with a thank you.
 - Thank the member for their service to you as their constituent and for taking time to meet with you.
- Have a specific and singular request. Examples include:
 - Encourage your member to support specific legislation.
 - Ask your member to sponsor or endorse a "Dear Colleague" letter.
 - Invite members and their staff to come see where you work.
- Be brief.
 - Plan what you want to say and provide essential background information.
- Speak with passion and personalize the message.
 - Tell a story and make it relevant to the member.
- Follow-up.
 - Make sure to send a thank-you note that reinforces your request and includes any materials that might be useful to the member/staffer based on your meeting.



John Porter's Advice for Meetings on Capitol Hill

If your member of Congress is not available, plan a meeting with a member of their staff.

Treat staff as you would the member.

Staffers are highly influential, and members rely on their input.

Congressional staffers:

- Research & monitor issues
- Advise the member
- Read & respond to constituent mail
- Meet with constituents
- Serve as gatekeepers
- Plan the member's schedules
- Schedule their own meetings



Advocate.

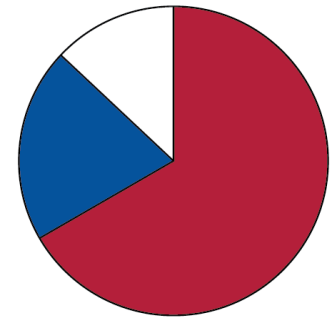
Make medical progress a higher national priority.

Strong advocates make strong arguments. Use these advocacy points:

Research Saves Lives, Strengthens our Economy, and Increases Competitiveness

- Research has decreased child mortality and increased Americans' life expectancy, and helped empower those facing disabilities. But we still face many health challenges and research is our best weapon against them.
- The U.S. must innovate to thrive in the global economy. Research is the foundation of innovation and a proven pathway to a stronger economy.
- Federally-funded research is leveraged in communities across the country by the private sector creating jobs and intellectual capital. We must accelerate the pace of innovation if the U.S. expects to remain competitive.
- American ingenuity has always driven our economic success. We must make health care smarter by increasing investment in research, and foster the next generation of scientists and innovators to not only solve today's problems but anticipate and preempt emerging threats to health.

Two-thirds of Americans say it is important for candidates to assign a high priority to funding for medical research.



66% Important or very important

21% Not very, or not at all, important

13% Not sure

Source: RIA poll of U.S. Adults conducted with Zogby Analytics, with support from the American Society of Hematology, November 2013.

“The economic destiny of America lies in science, technology, innovation and research.” - The Honorable John Edward Porter

Participate.

Find new ways to tell members or others in your community about the need for medical progress. Every little bit matters.

Join Research!America's national voter education initiative called Ask Your Candidates! (AYC!), a non-partisan effort empowering voters to learn if congressional candidates will assign a high priority to medical progress. The project engages candidates and voters through traditional communications, grassroots, social media and online activism, like selfies, which can be a creative way for voters to share why medical progress is important to them. Through the support of national partner organizations, the initiative is constantly evolving and finding new ways to procure candidate statements. Adding your voice to the chorus of support for medical progress can only help create an environment more conducive for private-sector medical innovation.



Get involved or view candidate statements by visiting www.askyourcandidates.org. Follow Ask Your Candidates! on Facebook and Twitter (@AYCresearch) for updates.

Questions? Contact info@researchamerica.org