

# Porter's Principles

## For Meetings with Members of Congress

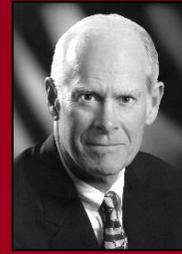
Research!America's Chair Emeritus **The Honorable John Edward Porter** served in the U.S. Congress for 20 years. To help today's advocates, he has a few simple principles for developing a productive and long-lasting relationship with your congressional delegation.

### 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 State/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 "ask." 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.
  - Offer to be a science advisor to members of Congress
- **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.**

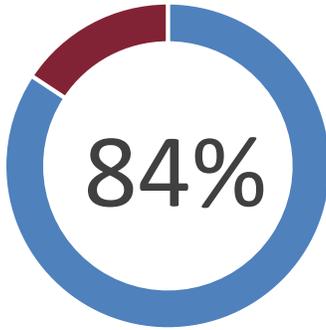
Congressional staffers:

- 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

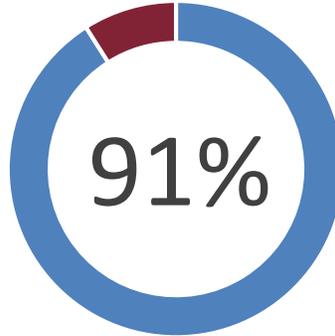
RESEARCH  
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## A Majority of Americans Say...

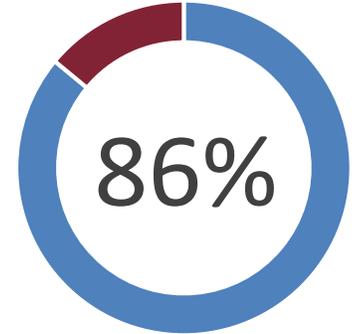
It is Important for Elected  
Officials to Listen to Scientists



It is Important for the  
U.S. to Lead in Research



It is Important for Scientists to  
Engage with Public on Research



Source: A Research!America poll of U.S. adults conducted in partnership with Zogby Analytics in July 2017 and January 2018.

**“The economic destiny of America lies in science,  
technology, innovation and research.”**

-The Honorable John Edward Porter

## 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

- 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. hopes to remain competitive.
- R&D 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.
- American ingenuity has always driven our economic success. We must make health care smarter by investing in research and promoting private sector innovation, fostering the next generation of scientists and innovators to not only solve today's problems but anticipate and preempt emerging threats of tomorrow.