

## **10 Steps to Building Lasting Relationships with Your Legislators**

1. Long-term relationships are the key to being on a legislator's radar screen. The more they know about your organization or cause, the more they can respond to your concerns.
2. Write thank you letters when you receive a grant funded by public dollars. Be sure to state the impact that it makes.
3. Get to know the staff - ask them how they would like to receive your materials and information; electronically, fax, or regular mail.
4. Offer to be a resource.
5. Invite them to your events, and not just the black tie ones. Even if they have said no before, tickets should be complimentary. If they do attend try to announce that they are present or feature them as honored guests.
6. Show them something special; for example a backstage tour or your education programs in action.
7. If they have a position on an arts issue, publish it in your newsletter, and let them know you did.
8. Put their staff person who handles arts and culture on your mailing list.
9. Ask your legislator to address your annual meeting.
10. Have an annual face to face meeting; present your points succinctly; give them a piece of art work from your students or poster from your season; arrive and leave punctually; leave a fact sheet behind.