



IME Hill Day Advocacy Tips

Be Flexible

Members of Congress have extremely busy schedules that are constantly changing. It is important to be flexible and remember that staff run the day-to-day operations of a congressional office and are a great contact.

Be Focused

Keep the meeting focused on the issues that are important to you. It may be easy for your representative to be distracted by other issues. Be direct, but polite about your issues and your asks.

Have an Ask

Make a specific ask of your member. "Please co-sponsor this bill...please support this legislation."

Relate the Issue to Your Business

Explaining why you care about the issue and how it will affect you is critical. Use examples of how the legislation will affect your business or your state when you can.

You Don't Have to Know Everything

You may not know the answer to a particular question, and that is ok. Offer to follow-up with their office or have IME staff follow-up with the requested information.

Offer Help

You are the commercial explosives expert to your members and provide economic benefit to their district or state. Ask how you can help them – can you provide additional information, can you have them come tour a facility, etc.

Thank Your Member

It is important to thank the member or staffer for their time and attention to your industry.

Don't Talk Money

Keep money out of the meeting. It is a federal offense to solicit campaign funds on federal property.

Follow-Up with IME

Take time after your meetings to provide Julia Bogue or Clark Mica with feedback on your meetings. Let them know what was discussed, if the member committed to anything, or if there is a need for additional information.