

## Summit 2023 – Lobby Day State Delegation Prep & Role Play

### General Reminders:

- This is NBCC's Lobby Day and only NBCC legislative priorities should be the focus of these meetings. Attendees' relevant social media posts should also emphasize NBCC priority issues.
- Lobby day appointments and scheduling are coordinated by state Team Leaders/Field Coordinators. All appointments, including all attending advocates, must be confirmed via our [Google Form](#); this is how the information will be available to meeting attendees in the fly-in app: [nbcc.info/LobbyDayAttendees](http://nbcc.info/LobbyDayAttendees)
- The Monday afternoon State Delegation meetings serve the purpose of organizing and laying out the State's lobby day strategy, who will take the lead on speaking about each priority, who will take the meeting notes and complete the [lobby day report form](#), etc. All lobby day participants must attend the Lobby Day briefing and state delegation meetings.
- During state delegation meetings, Team Leaders/Field Coordinators should walk through what to expect during lobby day meetings, familiarize the group with the lobby day packet, and reiterate the top asks. Utilize the talking points provided in the fly-in app: [nbcc.info/LobbyDayAttendees](http://nbcc.info/LobbyDayAttendees)

### Role Play Practice Questions

Practicing will help attendees hone their message and improve their ability to deliver each NBCC legislative priority succinctly and effectively. It also prepares you to handle tough questions and bring the conversation back to NBCC priorities. Decide who, if any, among your group will be tasked with speaking on an issue. For others, decide if you want them to speak and if so, to what. Should they tell their stories? If so, have them practice and be very brief. But impress upon them that they may not have the opportunity to do so. Here are some sample questions for role play. But the expectation is that the team leader will handle these questions in the meeting.

- *[Rep X] doesn't sign on to disease-specific bills. We can't help you.*
- *[Rep. X] has already cosponsored the MBCACA so there is nothing else for us to do.*
- *How much will the bill cost? Why isn't there a CBO score?*
- *What will this bill do to reform Medicare? Shouldn't we overhaul Medicare altogether?*

### Final Reminders for Lobby Day Meetings

- Exchange cell phone/contact information with other advocates for your state, so you can stay in touch in real-time on Tuesday!
- Utilize the talking points provided in the conference App – including the custom notes that have been added as applicable for each meeting.
- If you don't know the answer to a question, it's fine to respond that you don't know but will be happy to research and have someone from NBCC get back to her/him about it (and then make certain that you tell NBCC and follow up with NBCC staff if you do not get the information right away) – it's a great opportunity to contact that one more time!

- Seek to get a commitment from Members to support/co-sponsor the priority ask. If they will not, or already have cosponsored/signed on, talk about what else could they do, depending on the response? Which influential colleagues could they speak to in support of NBCC priorities?
- Be sure to assign someone from your state delegation to complete the [Lobby Day reporting form](#)
- follow up with the congressional offices with whom you've met.