

DC Update



Current DC Environment



2

Big Ticket Health Care Talkers

- Grassley Rural Health Package
- Ways and Means Rural Health Caucus
- Surprise Billing & Drug Pricing Legislation
- Appropriations
- Limited 2020 Congressional Calendar

101 on Meeting with a Member

- Member Profile
 - Members love stories
 - Schedules slammed and go by the 15 minutes
- Make the local connection
- Support your ask by talking about impact to constituents
- Get a staff contact
- Members have seen everything
- Don't worry about knowing every answer

101 on Meeting with a Staffer

- Staffer Profile
 - They are YOUNG! Don't be thrown off my age
 - Schedules are slammed
 - Be prepared to meet anywhere
 - Very brief meeting – Not billing by the hour!
- Staffers only care about their district and state. Have to keep the boss happy!
- Don't be a slave to “one pager”
- Make the ask
- **But, MOST IMPORTANT, make the connection!**

The Ask

- **Remind and thank members** for the SORH funding increase included in the FY 2020 Labor-HHS appropriations bill to \$12.5 million.
 - The FY '20 increase matches current law - authorizing \$12.5 million for SORH for FY 2018-2022.
 - Explain how increase benefits your SORH.
- **Ask Congress to support SORH, FLEX and SHIP programs in FY 2021**



After the Meeting, Follow Up

- Important to stay on the radar after meeting with member or staff
- Send Thank You notes
- Send periodic emails



Please visit the Hall Render Blog at <http://blogs.hallrender.com/> or visit http://www.hallrender.com/contact/sign_up_resources/ to sign up to receive Hall Render alerts on topics related to health care law.

Andrew Coats
acoats@hallrender.com

Hall, Render, Killian, Heath & Lyman, P.C. | 1425 K Street N.W., Suite 650 | Washington, D.C. 20005

This presentation is solely for educational purposes and is not intended as legal advice or as a substitute for the particularized advice of your own counsel and should not be relied upon as such, as the advice appropriate for you will be dependent upon the particular facts and circumstances of your situation. The transmission or receipt of this information, or the exchange of questions and answers, does not create an attorney-client relationship.

Copyright © 2017 by Hall, Render, Killian, Heath & Lyman, P.C. All rights reserved.

HEALTH LAW
IS OUR BUSINESS.

Learn more at hallrender.com.

**HALL
RENDER**
KILLIAN HEATH & LYMAN

Anchorage | Annapolis | Dallas | Denver | Detroit | Indianapolis | Louisville | Milwaukee | Philadelphia | Raleigh | Seattle | Washington, D.C.

**HALL
RENDER**
KILLIAN HEATH & LYMAN