DC Update
Current DC Environment
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.
  – 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.

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