**If they agree strongly with your position**

* Thank them.
* Ask them to take a leading/active role on this issue: 1) in the legislature among their colleagues, 2) in the media, and 3) in the community.
* Ask for advice for who else to engage, what supporting arguments they think are effective, and any special legislative/P.R. strategy they think you should use.
* Ask if they will “lobby” undecided legislators.
* Thank them again.

**If they agree with your position**

* Thank them.
* Assure them of your continued interest for the issue and your continued support of their position.
* Inquire as to a willingness to help in anyway beyond their vote (if so, follow tips above).

**If they are undecided**

* Inform them of your interest.
* Present your argument as concisely and clearly as possible.
* Ask what their reservations are; determine if they are political, personal, or due to a lack of information (or any combination). Alter the lobbying strategy accordingly.
* Offer to get any information they would like.
* Ask if there are other individuals and/or organizations they would like to hear from.
* Follow up; keep in touch until they have made up their mind.

**If they are against your position**

* Determine how strongly they are opposed. If not too strong, try and persuade them to change their mind.
* If not “swayable,” but not strongly opposed, ask them not to lobby their colleagues.
* If they strongly disagree, write and let them know of your opposition to their position, but don’t waste your time and energy trying to move an immovable object.