

# LOBBYING 101

HOW YOU CAN IMPACT THE  
STATE LEGISLATURE

OKLAHOMA EDUCATION ASSOCIATION



do your  
homework

Get to know your  
legislators and issues  
before you go to the  
Capitol.

Look up the legislators who represent both your home and school at [www.oklegislature.gov/findmylegislature.aspx](http://www.oklegislature.gov/findmylegislature.aspx)

Oklahoma Legislature

www.oklegislature.gov/findmylegislature.aspx

# Oklahoma State Legislature

[HOME](#) [LEGISLATORS](#) [LEGISLATION](#) [COMMITTEES](#) [CALENDARS](#) [VIDEO](#) [DIRECTORY](#)

## Find My Legislator

This search will indicate the legislator for a specific address according to the districts drawn in 2011.

For current district maps, please consult the 2011 Senate district maps at [http://www.oksenate.gov/Senators/2011\\_maps/maps.aspx](http://www.oksenate.gov/Senators/2011_maps/maps.aspx) or House district maps at <http://www.okhouse.gov/Publications/GISPublications.aspx>.

### Specify Address

Address 1:

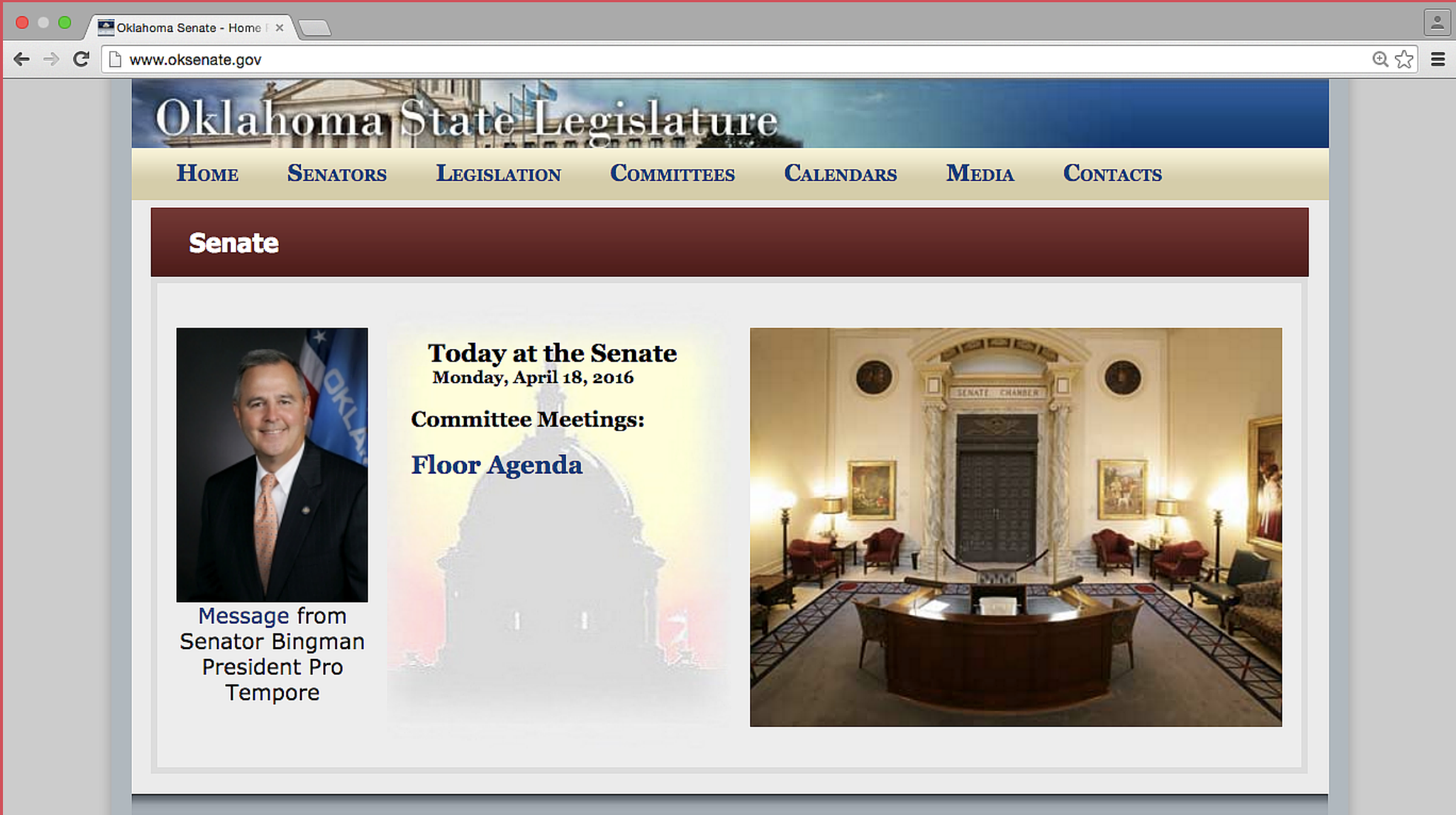
Address 2:

City:

State:

Zip:

Visit [okhouse.gov](http://okhouse.gov) and [oksenate.gov](http://oksenate.gov) to find a legislator's biography, committee assignments, and contact info.

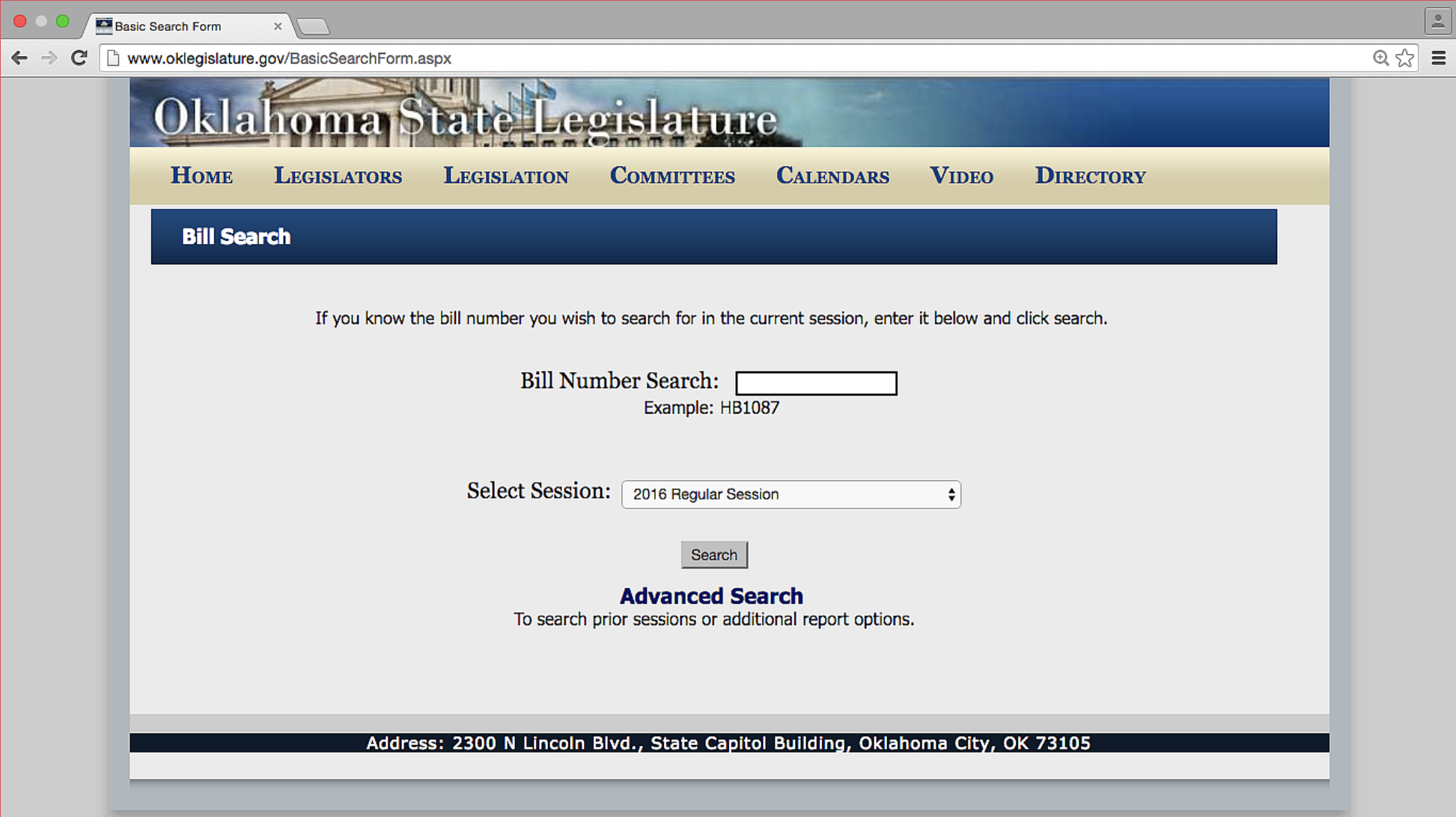


The screenshot shows a web browser window displaying the Oklahoma Senate website. The browser's address bar shows [www.oksenate.gov](http://www.oksenate.gov). The website's main header features the text "Oklahoma State Legislature" in a large, serif font, set against a background image of the state capitol building. Below this header is a navigation menu with the following items: HOME, SENATORS, LEGISLATION, COMMITTEES, CALENDARS, MEDIA, and CONTACTS. A dark red banner below the navigation menu contains the word "Senate" in white. The main content area is divided into two columns. The left column features a portrait of Senator Bingman, with the text "Message from Senator Bingman President Pro Tempore" below it. The right column contains the text "Today at the Senate Monday, April 18, 2016" followed by "Committee Meetings:" and "Floor Agenda" in a larger, bold font. To the right of this text is a photograph of the Senate Chamber, showing a large, ornate room with a central desk, several chairs, and a large arched doorway in the background.

# find common ground

- look for anything you have in common with your legislator that can help you initiate a friendly conversation
- no matter the legislator, find something positive you can discuss

Visit [oklegislature.gov/BasicSearchForm.aspx](http://oklegislature.gov/BasicSearchForm.aspx) to find the latest information on specific legislation.



Searching for a bill allows you to see its history, which tells you whether it's in the House or Senate, and whether it's going to be heard in committee next, or on the full floor.

The screenshot shows a web browser window with the URL [www.oklegislature.gov/BillInfo.aspx?Bill=SB1187&Session=1600](http://www.oklegislature.gov/BillInfo.aspx?Bill=SB1187&Session=1600). The page header includes the Oklahoma State Legislature logo and navigation links: HOME, LEGISLATORS, LEGISLATION, COMMITTEES, CALENDARS, VIDEO, and DIRECTORY. The main heading is "Bill Information for SB 1187". Below this, it states "SB 1187 by Jolley and Hickman" and offers an option to "Receive Email Updates for this Measure (LENS)". There is a search box labeled "Enter Bill #" and a "Search" button. A brief description of the bill is provided: "Schools; removing requirements from the School District Empowerment Program. Effective date." Below the description are tabs for "History", "Amendments", "Bill Summaries", "Versions", "Votes", and "Co Authors". The "History" tab is selected, showing a table titled "History For SB 1187".

Action	Journal Page	Date	Chamber
First Reading	100	02/01/2016	S
Authored by Senator Brecheen	100	02/01/2016	S
Second Reading referred to Education	207	02/02/2016	S
Remove as author Senator Brecheen; authored by Jolley	242	02/10/2016	S
Coauthored by Brecheen	242	02/10/2016	S

# LEGISLATIVE PROCESS

A House Bill starts in the House.  
(Senate Bill starts in the Senate.)



The bill gets assigned to a committee.  
The Committee Chair decides whether to hear it. A bill must receive a favorable vote by the committee by the first deadline.



The bill moves to the floor of the House. The Speaker of the House or a floor leader must decide to hear it. If the bill is voted on and passes, it is called Engrossed. The bill then moves to the opposite house to start the process over.

Assigned to committee in the Senate.



Passes Committee. Moves to Senate floor.



Passed by full Senate. The bill is then called Enrolled and heads to the Governor.



The Governor can sign it into law, veto it, or take no action. During session, no action means the bill is law. After session, no action means the bill is vetoed.



On the bill information page, you can also look up how your legislators voted.

The screenshot shows a web browser window with the URL [www.oklegislature.gov/BillInfo.aspx?Bill=SB707](http://www.oklegislature.gov/BillInfo.aspx?Bill=SB707). The page header features the Oklahoma State Legislature logo and a navigation menu with links for HOME, LEGISLATORS, LEGISLATION, COMMITTEES, CALENDARS, VIDEO, and DIRECTORY. The main content area is titled "Bill Information for SB 707" and lists the bill as "SB 707 by Ford and Denney". A search box for "Enter Bill #" with a "Search" button is present. Below this, the bill's description is given: "Schools; directing the State Board of Education to adopt requirements for high school graduation." A horizontal menu offers tabs for History, Amendments, Bill Summaries, Versions, Votes, and Co Authors. The "Votes" tab is selected, leading to a section titled "Votes on SB 707" with a link to "SB707\_VOTES.HTM" and the text "All House Votes".

# h o m e w o r k o v e r v i e w

- Determine which legislators represent your home & your school
- Look up their bios & committee assignments
- Find something personal you have in common
- Research the bills you might want to discuss to see where they are in the process & how your legislators voted.



share YOUR  
story

You are lobbying to  
impact a legislator.  
What you say, and  
how you say it, is  
important.

First and foremost,  
you are lobbying for your students.

Practice this introduction:

As a (insert your position here),  
I am deeply committed to the success of every student.

No matter what topic you are there to discuss, every issue  
in public education is most persuasively discussed by  
connecting the issue to how it impacts your students.

# Examples of connecting our issues to students:

Education professionals need a pay raise because our students benefit when we attract and retain our best and brightest to work in our schools.

Scaling back high stakes testing gives our students more time to learn and discover their passion.

Small class sizes are important because they are essential to providing the one-on-one time our students need with their teacher.

# Examples of connecting our issues to students:

As a middle school history teacher, I am deeply committed to the success of every student. I'd like to talk to you about the A-F school grading system. When you tell middle school students they go to an "F" school, it impacts them in ways you might not be aware of. For instance...

# Examples of connecting our issues to students:

As a high school drama teacher, I am deeply committed to the success of every student. Are you aware of HB3154, which would cap the amount of money the state pays for our health insurance? My school already struggles to find enough teachers. Let me tell you how our students are affected this year by the teacher shortage and why this bill will make things worse...

# tips for meeting with legislators

- Feeling intimidated?  
Remember that  
the meeting is beneficial for  
them, too. It's helpful for  
them to hear about what's  
happening in the schools in  
their district. Your story  
provides them valuable  
insight.



# tips for meeting with legislators

- Don't let them steer the conversation away from your issues for long. It might even be necessary to politely interrupt them. You get a limited amount of their time, so make sure you get to cover the issues you came to discuss.

# tips for meeting with legislators

- Don't spend time quoting facts and figures. Your personal stories are far more persuasive and memorable.

# tips for meeting with legislators

- Keep your end goal in mind. You might want to yell at them about awful votes they have made in the past. Doing so makes it less likely they will see things your way in the future. Remain polite and professional, no matter what.



a f t e r   y o u r  
v i s i t

A day at the Capitol is  
valuable, but  
developing a  
relationship with  
your legislators takes  
more than one day.

# follow up

- Send an email or - better yet - a handwritten note to thank the legislator for meeting with you. Remind them what you talked about, or mention the personal details you had in common, so they'll be more likely to remember who you are.

# follow up

- If a legislator ultimately votes the way you asked them to, be sure to contact them to thank them. You'd be surprised how rarely this occurs, so it makes an impression.

# follow up

- Try to meet with the legislator again in the next few weeks. You can invite them to coffee in their district, or make a point of seeking them out at a community event.

# follow up

- Remember, your ultimate goal isn't to get one vote on one bill. It's to become the go-to person for a legislator to consult on education issues. By establishing a good relationship, and always remaining professional, you increase the likelihood of becoming a trusted advisor.



You are the most powerful advocate  
for your students  
and your profession.

THANK YOU!

O K L A H O M A   E D U C A T I O N   A S S O C I A T I O N