

## **CANA Lobbying: How To**

### **Know your politician:**

Make sure you know the politicians name, party and electorate. Do some research on their position, so you know the perspective they are coming from, and the arguments they may come up with.

### **Know your objectives:**

Make sure that before you go you are clear about points you want to make and the action you would like the politician to take.

Key points:

We need to set a target to reduce Australia's greenhouse pollution by 30% by 2020.

If we do this, we can do our fair share in avoiding dangerous climate change.

We can reach this target with the policies outlined in TDTH – note price on carbon, renewable energy and energy efficiency targets, and an effective and efficient public transport system.

Add other points from TDTH that you think will work for this politician.

### **Know your background material:**

Read Turning Down the Heat. Read the myths debunked document on the CANA website.

### **You are representing CANA:**

As a CANA representative, you should stick to CANA policies. Read TDTH – its got a wide range of policies to choose from, and has been agreed by CANA Members. Don't stray from the script!

### **Be early:**

Make sure the others in your delegation know where the politician's office is and ask them to meet outside 15 minutes early.

### **Be friendly, polite and patient;**

Don't get sidetracked: Remember your outline and objectives and make sure you get to raise the issues you intended to raise. Find out the candidate's/MP's views on the issue - this is important.

You will only have a half hour of their time – yelling at them about what they/their government is doing wrong is not a productive use of that time.

### **Ask what they would be prepared to do:**

It is important to draw a commitment from the politician that means you will have to get back in touch with them and vice-versa. Try and get a person commitment about how they could further their own thinking within their Party.

### **Leave information:**

Thank them for the visit and leave a copy of TDTH, regardless of the outcome.

### **Debrief:**

Talk over the experience with your group to see how you might have handled the interview better.

### **Report back:**

Report in to CANA (Annette) as to the outcomes of the meeting, so that we can jointly do analysis on opportunities and threats.

### **Follow up:**

Make sure the politician honours any commitment to you. If you don't hear anything in a week or so, phone or write. If you agreed to do something, follow it up promptly.