



VAPCP Guide to Building Relationships with Local Legislators

Building strong relationships with your local legislators is essential for advocating for issues that affect your business. It takes every one of us to make change happen. Here's a step-by-step guide to help you get started:

1. Identify Your Local Legislators

Visit whosmy.virginiageneralassembly.com to find the Virginia Senators and Delegates representing your area. Knowing who your legislators are is the first step in engaging with them.

2. Reach Out by Phone

Call the office of your legislator. You'll likely speak with a legislative assistant.

- **Introduce Yourself:** Share your name, your business, and your role.
- **Explain the Importance:** Discuss how the personal care services you provide are essential to their constituents' well-being.
- **Request a Meeting:** Politely ask for a meeting with the legislator to discuss Agency-Directed Personal Care in more detail.

3. Follow Up with an Email

After your call, send a follow-up email:

- **Include Talking Points:** Outline the key issues you want to discuss.
- **Express Gratitude:** Thank them for their attention and consideration.

4. Meet In-Person

When you secure a meeting, prepare thoroughly:

- **Concise Presentation:** Create a clear, focused presentation that highlights how legislators can support Agency-Directed Personal Care. If you need help with this, reach out to the VAPCP board.
- **Include Personal Stories:** Share relevant anecdotes or testimonials that illustrate the positive impact of personal care services on individuals and families in the community. Personal stories can make the issue more relatable and compelling.
- **Engage Them:** Ask the legislator if they have any experience with home care services. This can help establish a connection and make the discussion more meaningful.

After your meeting or phone call, send a thank-you card to express your appreciation for their time.

5. Stay Engaged

Set a reminder in your calendar to reach out to your legislators each month. Building a relationship takes time and persistence. Regular communication keeps you on their radar and demonstrates your commitment to the issues that matter.

6. Consider Participating in the VAPCP Legislative Committee!

VAPCP will be having monthly virtual meetings to discuss upcoming legislative action and strategize. If you're interested in participating, fill out the attached form or reach out to the board.

****I created a form, but if it makes more sense to just have them send an email, that would work, too.****

It's important to build relationships with your legislators outside of session so that you have an easier time connecting and advocating during session.

The General Assembly meets annually, beginning on the second Wednesday in January, for 60 days in even-numbered years and for 30 days in odd-numbered years, with an option to extend annual sessions for a maximum of 30 days. The Senate of Virginia and the Virginia House of Delegates, both bodies of the Virginia Legislature, meet in the historic, working Capitol building in Richmond, Virginia.

The 2025 Virginia Legislative Session starts on Wednesday, January 8. Don't miss VAPCP's Day on the Hill (date TBD).



VAPCP Legislative Committee Interest Form

Name: _____

Agency: _____

Email: _____

Phone Number: _____

Do you have a personal connection to any Virginia Legislators?

Describe any experience you have with advocacy or working with legislators?
