

# Educating Congress On The Value Of Distribution

**Brought to you by HIDA's Government Affairs Department** 



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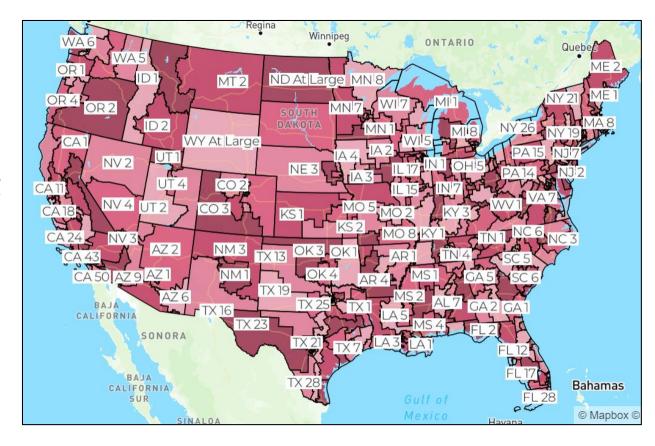
# WHO





#### Who Do I Contact?

- 2 Senators, 1 Representatives
  - www.govtrack.us
- District Director
  - Sets meetings in the home district
- Scheduler
  - Usually Based in Washington DC







# WHAT





#### What Should We Do On The Visit?

- Share Key Local Information
  - Number of Employees
  - Annual Revenue
  - Key Customers
- Touch on Key Policy Issues
  - How National Policy Impacts You Locally
  - Ask HIDA For The Latest







## WHEN





#### When Is A Good Time For A Visit?

- Time Of Year
  - Congressional Calendar
  - August Recess
  - Election Season
- Time Of Day
  - Mid-Morning
  - Mid-Afternoon
  - Avoid Mealtime

APRIL	MAY	JUNE
1 2 3 4 5 6	1 2 3 4	
7 8 <mark>9 10 11 12</mark> 13	5 6 7 8 9 10 11	2 3 4 5 6 7 8
14 <mark>15 16 17 18</mark> 19 20	12 13 <mark>14 15 16 17</mark> 18	9 10 11 12 13 14 15
21 22 23 24 25 26 27	19 20 <mark>21 22 23 24</mark> 25	16 17 18 19 20 21 22
28 <mark>29 30</mark>	26 27 28 29 30 31	23 24 25 26 27 28 29
		30
JULY	AUGUST	SEPTEMBER
1 2 3 4 5 6	1 2 3	1 2 3 4 5 6 7
7 8 9 10 11 12 13	4 5 6 7 8 9 10	8 9 10 11 12 13 14
14 15 16 17 18 19 20	11 12 13 14 15 16 17	15 16 <mark>17 18 19 20</mark> 21
21 22 23 24 25 26 27	18 19 20 21 22 23 24	22 23 24 25 26 27 28
28 <mark>29 30 31</mark>	25 26 27 28 29 30 31	29 30
OCTOBER	NOVEMBER	DECEMBER
1 2 3 4 5	1 2	1 2 3 4 5 6 7
6 7 8 9 10 11 12	3 4 5 6 7 8 9	8 9 10 11 12 13 14
13 14 15 16 17 18 19	10 11 12 13 14 15 16	15 16 17 18 19 20 21
20 21 22 23 24 25 26	17 18 19 20 21 22 23	22 23 24 25 26 27 28
27 28 29 30 31	24 25 26 27 28 29 30	29 30 31



## WHERE





#### Where Should We Host The Visit?

- A Conversation
  - Small Conference Room
- A Tour
  - Facility Floor
- A Speech
  - Opportunity for Remarks
  - Break Room, Parking Lot, etc.







# HOW





#### **How Should I Document The Visit?**

- Get Photo Permission
- Leverage Social Media









### Thank you for watching!

For additional professional development on healthcare distribution, market insights, supply chain and reimbursement & advocacy, visit <a href="https://www.hida.org/learningcenter">https://www.hida.org/learningcenter</a>

For more information on hosting a Member of Congress at your facility, visit <a href="https://www.hida.org/distribution/advocacy/member-impact/congressional-site-visit-guide.aspx">https://www.hida.org/distribution/advocacy/member-impact/congressional-site-visit-guide.aspx</a>



