



**LEARNING**  
CENTER

# Educating Congress On The Value Of Distribution

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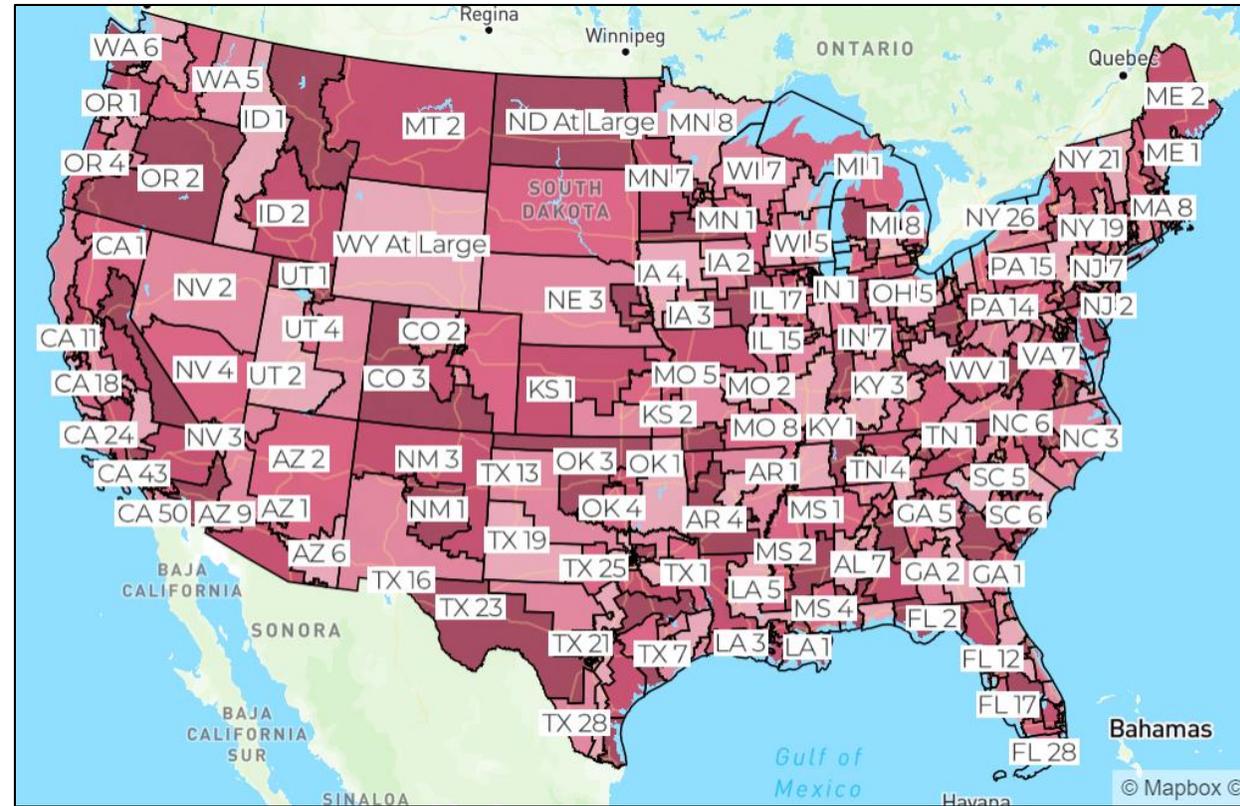
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# WHO

# Who Do I Contact?

- 2 Senators, 1 Representatives
  - [www.govtrack.us](http://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



# 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





# LEARNING CENTER

## Thank you for watching!

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

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