

## PREPARE WELL – BE FACTUAL

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There are some general rules you may wish to consider before contacting legislator(s).

1. Write to request an appointment or schedule a meeting unless you already know the legislator well.
2. Use your government or business letterhead.
3. State your reason for writing. If extending an invitation or requesting a meeting, suggest a time and date, or several dates, for the meeting. Indicate how much time you would like with the legislator.
4. Be persistent without harassing once the initial message has been delivered.
5. Avoid “preaching” The legislator may know more about an issue than you realize.
6. Be prepared to have sound reasons to reinforce your position.
7. DO NOT GET FRUSTRATED when you are unable to achieve the desired result or response—maintain a positive posture with the legislator.
8. Learn to “read” the legislator’s response (legislators normally do not give a totally negative response and will usually allow leeway to change their position).
9. Extend thanks on a regular basis for the legislator’s readiness to hear your position.

When the session is over, thank the legislator for doing a good job and for listening to you.

## PRIA DISCUSSION POINTS

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What do we want to emphasize?

- Use PRIA as a resource.
- Explain how the land recording system is evolving because of electronic document processing and the impact of this change on society.
- Establish yourself as a contact and go-to person for PRIA resources.

## TALKING POINTS

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Talking Points for legislators

- Engage in discussion.
- Summarize issues.
- Develop relationships.
- PRIA as a resource for legislators in multiple areas.
- Significance of PRIA as a standard-setting body for the property records industry.
- Emphasize significant industries affected by the integrity of land records.
- Understand effects of legislation – lack of knowledge results in poor legislation.
- Legislative platform.
- Cross-reference information between agencies.
- Dual tracks.
  - Federal
  - State/local
- Broad representation.
- Showcase business – government relationship within PRIA and PREP Chapters.

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## EFFECTIVE DEALING WITH LEGISLATORS



This brochure is intended for use by PRIA members and PREP Chapters in developing legislative contacts.

## A GUIDE TO MEETING AND EDUCATING LOCAL, STATE AND FEDERAL LEGISLATORS

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This pamphlet is a brief guide to assist PRIA members and PREP Chapters in educating local, state, and federal legislators. Members should seek to educate the legislators about PRIA, and its objectives, particularly PRIA's efforts involving document recordation and access to public property records. The PRIA membership addresses issues by inviting participation by other organizations involved in the land records industry to present solutions and standards in that industry to facilitate better practices. This pamphlet is only a guide, a suggested tool, to be used by PRIA members and PREP Chapters as they approach elected officials for these specific discussions.

Legislators want to hear from their constituents; especially those who are educated on relevant political and social issues. The following information will give you guidance on the techniques for communicating with legislators.

### MEET YOUR LEGISLATOR

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Take advantage of every opportunity to meet and become better acquainted with your legislators. Opportunities may develop through local civic or charitable organizations, local and state political functions, or fund-raising events. Relationships initiated through such meetings can evolve quickly into relationships which include discussion of your concerns.

### CONTACT YOUR LEGISLATOR

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Several types of communication can be effective in building a relationship with the legislator. A personal meeting, either to

discuss a specific issue or just to introduce yourself, is the most effective method. If you are an elected or appointed official, you can develop and maintain an ongoing, working relationship with the local, state, and federal government officials.

These relationships are best developed by contacts made when the legislator is "home" in his or her district and the contact is established at a time of no need. In these personal contacts, it is important that you be positive and constructive in your remarks.

### Federal Legislators:

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1. Visit the U.S. Congress's websites ([www.house.gov](http://www.house.gov) for the House of Representatives and [www.senate.gov](http://www.senate.gov) for the Senate).
2. Enter the appropriate information into the search fields to find your legislators.
3. Follow the instructions or links to contact the appropriate legislator.

### Local and State Legislators

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1. Visit your state's official website. The URL will usually be in the form [www.state.xx.us](http://www.state.xx.us), where "xx" is the state's two-letter postal abbreviation.
2. Follow links such as "Government" or "Legislature" on the site that will help you determine who your legislators are and locate contact information. Site formats will vary from state to state.
3. Contact your local government's seat of government to find out who your local legislators are and how to contact them.

### TALK TO THE LEGISLATOR ABOUT PRIA

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The Property Records Industry Association is a coalition of government and business members

which is established to foster dialogue among property record industry participants, to promote mutual understanding of different perspectives on issues of common interest, and to develop consensus leading to national standards.

### PRIA ACTIVITIES

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The professional skills and industry knowledge provided by PRIA members, combined with a unique diversity and neutral objectivity, make possible responsible evaluation and formulation of industry standards. Following extensive research and discussion, and working cooperatively with industry alliances, standards, model legislation, and best practices are formulated, reviewed, and disseminated. Such work is done on a continuous basis, as new issues continue to challenge the property records industry.

### PRIA IS COMMITTED TO...

- Setting standards for the property record industry
- Issuing White Papers
- Formulating Best Practices
- Drafting Model Legislation

These tasks have resulted in the following publications

- Model legislation ensuring Veteran's Form DD214 confidentiality
- UCC Policy statements
- First-page Indexing standards
- Privacy Access and Redaction papers
- Document-Formatting standards
- Digital Imaging papers, including papers addressing bulk data access and sales
- Disaster Preparedness standards
- Land Fraud studies
- Standards for electronic property transactions