

How to Use the Fair Trade for Our Future Resolution to Lobby your Members of Congress

What to say in your lobby visit:

“Thank you Representative _____ for meeting with us. We are the _____ and we represent _____. We wanted to meet with you today to talk about several trade agreements currently in negotiation. We believe, as you have stated in the past, that the NAFTA model of trade agreements, which has cost 300, 000 jobs, driven family farmers off the land, and created mechanisms for foreign corporations to challenge our domestic environmental and safety regulations, doesn’t work for positive economic development.

The Administration, however, is currently pursuing policies in AFTA, the FTAA, and the WTO which repeat the NAFTA mistakes, and in many cases are significantly worse, WE know that trade policy can work for people in Indiana and people in Central America, or South America, or China, but not if we keep negotiation backward trade agreements.

A Concurrent Resolution has been introduced in the House and Senate by Representative Waxman (D-CA), Quinn (R-NY), Peterson (D-MN), LaTourett (R-OH), Miller (D-CA), and Brown (D-OH) and Senator Feingold which lays out a trade policy that would work. *(Offer a fact sheet to the representative and a copy of the resolution.)*

This resolution lays out the baseline for trade agreements that we could support. We feel it’s crucial that we have something positive life this to put forward as a workable alternative – to be able to highlight specific aspects of trade policy that we could say “yes” to rather than be forced into a position to be against the same failed model put forth by the Administration each time. We’d like you to sign on as a co-sponsor.”

At this point you can move through the fact sheet, briefly, to describe the policy points included in the resolution. Be sure to address the points that are most relevant to you and those you represent, as well as those that are most likely to influence the Member.

Additional Pointers:

- **Tailor your message to the Member’s recent voting record or relevant public statement e.g. statements such as there must be enforceable labor and environmental protections in trade agreements. Use the resolution as a way to make your Member of Congress “put their money where their mouth is.”**
- **Lead with the co-sponsors who resonate most for your target i.e. highlight Rep. Quinn (R-NY) or LaTourette (R-OH) if you’re approaching a**

Republican, Rep. Peterson (D-MN) if you're approaching a Member concerned about agriculture, etc

- **FOLLOW-UP: The member will not likely answer on the spot, but arrange a say to follow-up with his/her trade staffer the next week. In the follow-up, reference your last meeting and ask if they will sign on. You will likely have to prod them a few times to get them to consider it seriously. Offer to answer their questions, or provide additional information.**
- **If your Member says no, be sure to find out why. Ask them to identify which specific policies in the resolution they disagree with and why.**
- **Tell the Member that to sign-on they should contact Bret Gibson in Rep. Brown's office or Sumner Shlicter in Sen. Feingold's office. Those offices can also provide additional information.**
- **Be sure to let us know what response you are getting from your member including the areas where the Member is in agreement, disagreement, or has questions. Not this information on the lobby report form. Combining your efforts with those of ours, as well as Rep. Brown's office, we can follow up with the staff to provide additional lobbying on specific points where needed.**