

**Making a prospect list of support and opposition**

*Purpose – Identify key groups/individuals that you need to support your DME licensure bill*

*Directions - Name the individual/group, write O if you think they will oppose your bill, write S if you think they will support your bill, U if you are unsure, summarize why it's important they support state licensure. After you are finished, make sure to show this list to your legislative sponsor to get their feedback before you start meeting w/individuals/groups.*

**KEY DME PROVIDERS** - Which DME providers do you need to support your bill?

- EXAMPLE – ABC MEDICAL – S – Their support is important, because they have 20 locations throughout Ohio.
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**ADVOCACY GROUPS-** Which advocacy groups do you need to support your bill? *\*Tip- look at advocacy groups whose participants rely on medical equipment that are a part of competitive bidding –Senior and disability groups\**

- EXAMPLE: Iowa Lung Association – U – They have 10,000 members in their group that rely on oxygen

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**OPINION LEADERS** – Who are opinion leaders that would help advance your bill? *\*Unions, church leaders, chamber of commerce, city council leaders, etc...\**

- EXAMPLE: Bishop McCormick – U – He is closely tied with senior issues in the Charleston area

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