

## **Temperature check meetings with individuals/groups on prospect list**

Purpose – Meet with the groups/individuals on your prospect list to see how they would feel about DME licensure in your state

### **STEP ONE – ASSIGN**

Pull up your prospect list. Assign an individual within or outside your state association to meet with the individual/group face to face. **Best practice- Assign someone who already has a relationship built with the contact.**

### **STEP TWO – CONTACT PROSPECT**

Assigned individual reaches out to the prospect to set up a meeting. Contact them, introduce yourself (if you don't know them) and ask if they would have time in the next two weeks, because you would like to get their thoughts and opinions on something important. (Do not give away too much information about what your legislative initiative yet, because if they oppose what you are doing they will not meet with you at all.)

### **STEP THREE – MEET WITH PROSPECT**

It's meeting day! Gather your thoughts and keep the purpose of the meeting in your mind-- to see where the prospect stands on state licensure.

**\*\*Put together talking points for your prospect – See DME Licensure Talking Points\*\***

What to bring to the meeting

- Your business card
- Information on your state association (if applicable)
- Information on competitive bidding and how it effects your state
- Supporter packet *\*Found in the resource center of [www.vgmdclink.com](http://www.vgmdclink.com)\**
  - State licensure bill explanation and key points
  - Document – *\*Why supporting state licensure is important\**
  - Document - *\*Take Action: Help pass state licensure\**

In the meeting

- Get their contact information – Name, position title, phone number and email address
- Talk casually for a little bit to break the ice and transition into talking about competitive bidding, how it affects you and how it does or will affect the people they care about
- Talk about competitive bidding and how it is affecting your state. Bring up DME licensure as a prospective solution and see how they would feel about it in their state
  - If you feel that the prospect strongly supports state licensure, give them the supporter packet and ask them if they would be a partner in helping pass the bill
  - If you feel that the prospect strong opposes DME licensure or are uncertain, thank them for their time and their thoughts on the issue

After the meeting

- Fill out **Meeting Recap Form** and send to the leader in your state association
- Thank – send the prospect an email thanking them for taking the time to meet with you

***\*\*Once someone says they will support your state licensure bill, give them a DME licensure supporter packet\*\****