



### CONFERENCE CALLS WITH YOUR LEGISLATOR'S OFFICE

Thank you for being interested in conducting a conference call with your member of Congress. Due to the unprecedented times we are now in, advocacy has never been more important. Congress wants to hear from constituents, specifically physicians, right now. The practice of pathology is being immensely impacted by COVID-19 and Congress must hear from pathologists on their current experience.

Advocacy cannot be put on hold during the COVID-19 pandemic. Even though pathology is under financial duress due to the pandemic, the looming Centers for Medicare and Medicaid Services (CMS) 2021 payment reductions to all non-Evaluation and Management (E/M) services is rapidly approaching in January 2021. Without intervention, pathologists will see an 8% payment cut in all pathology services in order to help fund the increase in payment for E/M services.

### A Road Map for Your Lobby Visit

- CAP staff will reach out to you to receive your availability for a 30 min call with member of Congress's office and will reach back out to you to finalize the meeting with the legislator's office once the office confirms.
- Before the meeting, listen to the CAP podcast on E/M and this podcast on how to have a virtual meeting with your member of Congress.
- Review E/M materials.
- Look up the staffer on LinkedIn to see their previous work and education history. It could help with structuring the conversation.
- If you have further questions or would like a briefing call set up with CAP staff before meeting, please email Lauren DePutter, Director, Political Programs at [ldeputt@cap.org](mailto:ldeputt@cap.org).
- A CAP staffer will be on the call with you to answer any additional questions.
- The majority of these conference calls take place with the health legislative assistant (LA) who works for the member of Congress. Health legislative assistants handle the health care portfolio for the legislator and serves an important role in helping the member of Congress determine his/her position on issues.
- Most conference call meetings with members of Congress will not have video. A conference call number will be provided as well as a calendar invite.
- Decide the order of who will be speaking if other colleagues will be on the call.

### During the Meeting

- Make sure you dial in to the call about 10 minutes before the start time. If you are having trouble dialing in, simply email CAP staff who will help.
- The CAP staffer will briefly introduce you to the staffer.
- Thank the staffer for taking the time to do the call.
- Discuss what practicing pathology currently looks like in the district/state. Remember, your legislators want to hear from you, especially physicians during this pandemic! Members of Congress are accountable to their constituents. Not only do you vote in their district/state but you also are an integral part of the health care system.
- Discuss how the COVID-19 pandemic is affecting your laboratory and patients and how you see this affecting your practice and the delivery of health care in the future.



- Tie the stories to the legislative ask. Illustrate how the legislative ask will impact the practice of pathology and its patients. You may want to pause a few times to see if the staffer has any questions at certain points. The staffer will most likely have questions in order to learn more.
- Don't worry about knowing the intricacies of the legislative process. Staffers realize you are a health care expert and will ask questions pertaining to your expertise. The staffer may ask questions directed towards CAP staff about aspect of the current status on an issue.
- Feel free to ask your questions to the staffer. Listen to and write down their answers. If possible, extend an invitation for the legislator to tour your laboratory in the future.
- Repeat your ask and thank the staffer again for their time.

### *After the Meeting*

- Follow up with an email thanking the staffer for their time, along with your contact information and any further materials.
- CAP staff is available for any questions that arose on the call that you may be unfamiliar with.
- Fill out [this form](#) with feedback from the meeting.
- Keep up to date on the issue.
  - Follow CAP Advocacy on Twitter.
  - Read CAP's Advocacy Update newsletter.
  - Follow your member of Congress on social media.
  - Check to see if your member of Congress is having a virtual town hall.  
<https://townhallproject.com/>.