



Tips on Testifying

Testifying before a legislative committee can be an exciting and rewarding experience. Remember that you are there as an expert witness because you know about the practice of medicine. You are there to “help” legislators understand the issue. Also remember, you are asking legislators for their help. A pleasant, helpful attitude will go a long way:

- ◆ Contact and work with your Lobbying Team to learn the purpose/approach for your testimony to avoid losing votes. They can also help you to anticipate any questions the committee members may ask you.
- ◆ Keep it short and simple.
- ◆ Establish a rapport with the committee by introducing yourself.
- ◆ Carefully prepare your testimony. Know the subject, have accurate facts to support your arguments and keep your testimony short and to the point. Practice before you arrive at the meeting. Feel free to use examples to illustrate your point
- ◆ If you don't **know** the answer to a question asked by a committee member, just say you don't know – but you will get the information to them.
- ◆ The time allotted for testimony is limited at the discretion of the committee chairman. Listen carefully to the speakers before you so you don't waste **your** time repeating information.
- ◆ **NEVER** allow a legislator to “push” you into a confrontation. If you are verbally attacked by a legislator, remain calm and refer to the points made in your testimony. Do not become involved in a debate that you can't win.
- ◆ Invite questions when you finish. Before you step down, thank the committee for the opportunity to speak and let them know that you are at their disposal should they need further information.