

Prior Approval Talking Points for ACEC Meetings (State or Other Large Gatherings of ACEC Members)

- Political engagement is essential to protecting the interests of your firms and the engineering industry as a whole.
- At the national level, our success means that we need every member of ACEC to get involved with our advocacy programs, starting with ACEC/PAC.
- ACEC/PAC is the industry's primary political tool for helping to elect good candidates to the House and Senate who support policies favorable to the engineering industry.
- ACEC/PAC is bipartisan, and governed by a committee of ACEC members representing each member organization.
- It's also growing, and is now one of the biggest PACs in the nation, giving us a greater presence and a bigger voice before Congress.
- We'll need that strength – look at the industry issues currently before Congress:
 - Legislation to prevent major cuts in transportation funding to our state DOT;
 - Water and aviation legislation that will expand funding for projects, and also broaden and strengthen requirements for using QBS;
 - Flawed wetlands legislation that could shut down commercial development;
 - And tax changes that could impact every firm.
- ACEC lobbyists are working these issues right now, but if we want to take action to help, to ensure that we have a seat at the table to protect our interests when these issues come to a vote, the best action we can take is to make ACEC/PAC as strong as possible.

Two Potential Closings

Closing #1, Ask for Permission

- Before I go further, however, we need to take a simple but necessary paperwork step. In order for me to ask you to make a donation, federal rules require that you first must give me permission to do so.
- It's a bit of red tape that we're required to follow, but it's really very simple -- a short form that essentially says you're giving permission on behalf of your firm for me to talk to you about the PAC and consider making a donation.
- To be clear -- signing the form doesn't obligate you to make a contribution – it simply allows me to make “the ask”, and it's also necessary because it allows ACEC to accept a donation from you if you choose to make one.

Closing #2 – Follow-Up

I'll be back in touch with you individually to discuss ACEC/PAC further and how you can help (NOTE: in taking this approach, you would make a separate direct solicitation to individuals with firms who have already granted prior approval, and work with ACEC staff to approach firms not on the approval list to get the necessary form signed).