

The Cure for Butterflies

For Housing Developers and Organizations

February 24, 2010

There is no cure for butterflies until you actually gain experience. However, anything that is this important and worth doing usually involves a reasonable amount of fear.

Here are some "insider" tips:

1. You know more about housing than the legislator you are talking to;
2. You know way more about housing than the lobbyist escorting you;
3. If you understand housing enough to be employed, you are fully capable of talking about it;
4. The smoother you sound with your message, the less sincere you come across;
5. The legislators are far more concerned about impressing you than you are concerned with impressing them. (They are always trying to stay in office)
6. You can and will influence change by visiting your legislator!

If you wait to do something important until you feel fully prepared and comfortable, death may happen first.

And remember...**You Rock!**