

GETTING TO YES

Common responses from lawmakers and how to rebut them

1. I'll do my best on your behalf.

“Doing your best is agreeing to support legislation that would provide meaningful regulatory relief for community banks. Can I get your commitment now to co-sponsor our bill?”

2. We're old friends. You don't have to worry about me.

“You're right, we are old friends. And I need you on an issue that is important to the community banks in our state. Can I get a commitment from you to support this legislation?”

3. I'll have to speak with some consumer groups to get their comments and thoughts on this legislation.

“Congresswoman, you make a good point. You need to know where all interested parties stand on the issue. When speaking with those groups, please ask them whether it is in the consumers' best interests to have a strong and vibrant community banking sector. If not, what is their alternative?”

4. I'll take your views into consideration.

“I appreciate that, Congressman. If you are serious about taking my views into consideration, you'll understand the need to exempt community banks from overly-burdensome regulations. Please let me know what additional information I can provide to assist you.”