- Steps to a -

SUCCESSFUL FACILITY TOUR

Members of Congress are typically in DC from Tuesday through Thursday, so schedule a tour on a Monday or Friday.

SEND INVITATIONS
- Invite Member of Congress to tour facility when Congress is not in session
- Coordinate with Congressional staff on suitable dates
- Alert AHCA/NCAL staff

PREPARE FOR THE TOUR
- Notify staff, residents, families and friends about the upcoming visit
  - Make opportunities for legislator to interact with residents
- Take pictures or plan for a photographer to be on hand
- Contact AHCA/NCAL for press advisory and media alert
- Do a “walk through” and keep the tour simple
- Know the issues - AHCA/NCAL can provide you with discussion topics and issue papers containing key facts and figures

THE TOUR
- Facility administrator/owner greets the Member of Congress and guides tour
- Talk to as many types of patients as possible and show the various methods of care
- Arrange time at the end of tour to discuss important issues with the Member of Congress

FOLLOW UP
- Send a “thank you” letter the day after the facility tour
  - Make your follow up letter memorable by adding a personal touch about a subject you discussed or a commitment the Member made on their support for long term care.
- Post photographs and newspaper clippings on the Member’s Facebook page or Tweet a thank you image/message
- Notify AHCA/NCAL about tour details so tour can be highlighted in publications