

Hiring and Managing State Contract Lobbyists

Contents

Executive Summary	1
Introduction.....	3
Do I Really Need a Lobbyist?	3
Finding a Lobbyist	7
Hiring the Lobbyist.....	9
Managing the Lobbyist.....	13
Conclusion	15
Appendix A – State Web Sites for Lobbyist Registrations.....	16
Appendix B – Direct Interview Questions	18

The **Public Affairs Council** is the leading association for public affairs executives. It provides information, training and other resources to its members and their employees to support their effective participation in government, community and public relations activities at all levels. Council members work together to enhance the value and professionalism of the public affairs practice and to provide thoughtful leadership as corporate citizens.