

# Questions to ask before hiring a lobbyist

Before your nonprofit decides to hire a paid or pro-bono lobbyist, consider these questions

## WHAT YOUR NONPROFIT NEEDS TO KNOW

- Do you have a budget or are you looking for a pro-bono lobbyist?
- Do you need a lobbyist year-round or just for a legislative session?
- Do you have one specific issue or are you looking at a wide range of issues?
- Are you willing and able to travel to the capital if necessary?
- How will you motivate and inform your supporters or members about the issues?
- Who will be the lobbyist's point of contact?
- Who will you be partnering with in the community?
- Do you have any relationships with elected officials currently?
- How much time can you commit to this process?

## QUESTIONS TO ASK A POTENTIAL LOBBYIST

- What issues do you specialize in?
- What other nonprofits have you worked with?
- Can you provide references?
- What are your rates?
- How do you manage conflicts of interest?
- Who will be the organization's point of contact?
- What is your typical process when you have a new client?

**Make sure you review the IRS Substantial Part Test at [IRS.gov](https://www.irs.gov) before expending funds for a lobbyist.**



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