

MEETING GUIDE & TIPS

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Meeting Outline

The following outline is a suggested approach for the meeting. Be prepared to adapt, for example, if the Member of Parliament begins with questions.

- Open your meeting(s) by thanking the MP for having taken the time from his/her busy schedule to meet with you and discuss these important issues.
- Be sure to thank them for their support of pandemic programs for hotels
- Introduce yourself:
 - Where you live
 - Your profession & how long you've worked there
 - Give an overview of the sector and the kinds of people you work with within the community
- Say a few words about the purpose and aim of your meeting
- See HACaction.ca for more **information on our recommendations** to guide the discussion.
- All politics is local: discussing HAC's priority issues from your local perspective and including personal anecdotes will be most relevant in your MP meeting.
- You can mention that you will be providing an update on your meeting to HAC.
- Pay attention to the time you have been allotted. They will appreciate your understanding that he/she has many commitments that must be kept.
- At the end of the meeting, briefly summarize the key points discussed. Make sure to add that if he/she has any questions, to not hesitate to either personally contact you, or HAC directly.

Meeting Tips:

- It is very important to thank the MP for taking time out of their busy day to speak with you.
- Regardless of political affiliation, it is important to acknowledge the support our sector has received to date from MPs and Senators from all parties.
- Emphasize the impact of the labour shortage on YOUR hotel. The hotel is part of the MP's community, and you employ their constituents. They will care about the local angle more than the national numbers.
- Emphasize the positive labour practices you have implemented to attract more employees.
- Include any local stories of contributions to your local community.

After the Meeting:

- Please let **Aaron Haddish, HAC's Policy Analyst** who you met with how it went. If the MP asks for additional information, please follow up with HAC.

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