

For months we've been saying that the most important thing you can do for your business is to contact your State Representatives and speak out. Last month we published a complete list of those who represent us in our geographic area.

There are numerous ways to contact them. EMAIL is easiest, but perhaps the least effective. Too many special interest groups send broadcast emails and ask you to click a button and send it along. The recipient knows that all you did was "click". FAXES are better; but are often just a written version of the email. PHONE CALLS work better; but you seldom get to speak to the actual representative. A PERSONAL VISIT to the district office, or the Annapolis office scores high on their list. They know that you actually took time out of your day to see them, and they listen. TESTIFYING, is, by far, the best. You talk to your Delegate or Senator; but also speak out to the other members of the appropriate committee, and your Delegate or Senator can point to your testimony to back up what they have been saying.

There are over 3,000 bills put before the General Assembly each year. We will be doing our best to watch for those which affect us. We will then be asking for anyone who can take a day away from their business to drive to Annapolis and tell the appropriate committee how this bill will affect your business. You know better than them, and they need to hear it.

Please contact the new president to let him know that you are willing to go, and give him your contact information.