



GOVERNMENT RELATIONS

# Making the Connections That Matter



Governmental decisions are often critical to business success, and Michael Best Strategies has the expertise and government relationships necessary to effectively represent clients and advocate for their interests in the lawmaking and regulatory process. We know how agendas are set and decisions are made in the legislative and administrative arms of government. We leverage this understanding to help our clients efficiently define, shape and navigate governmental decisions to obtain positive outcomes more quickly.

Because our work is grounded in a business consulting approach, we develop a unique level of expertise and understanding of the issues our clients care about and the ways that policy, laws or regulations affect our client's business and the broader community, industry, state or country. As such, we are viewed by our contacts within government as valuable, trusted sources of quality information and a bridge between government decision-makers and the people, organizations and communities impacted by those decisions.

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## Strategic Political Relationships

Active engagement in the political process is an opportunity to protect and advance your business and industry interests. Modern political campaign networks span the country and, in some cases, the globe, and represent a uniquely valuable intersection between businesses, major community stakeholders, and current and future government leaders.

The Michael Best Strategies team utilizes strong relationships with state and federal campaign teams to guide clients in creating and maximizing valuable political relationships and creating opportunities to leverage political activities and events to deliver business value.

## The Michael Best Strategies Difference

Michael Best Strategies is well positioned to monitor and gather intelligence as well as advocate for our clients in Washington, D.C. and around the country. We have excellent contacts and relationships at the congressional and presidential administration-level, as well as with key industry groups. We operate as a team. So, while you have a team lead as a principal contact, we build a team of staff around you to provide cutting edge insider intelligence.

- We have over 30 years of experience managing trade associations, company government relations and coalitions, including crisis management.
- We enjoy a close, long-standing working relationship at the highest levels of government;
- We are a bi-partisan and bicameral firm with depth on our bench.
- We have policy expertise. The leaders of our federal practice each have over 30 years of policy experience at the federal level.
- We understand the interaction between politics and policy. Our client service team approach will not have us “learning on the job”.
- We offer additional services, such as federal advocacy, federal reporting compliance, political giving strategies, shared value consulting, crisis communications, public affairs, grassroots organizing, and grassroots organizing.

We are committed to building a long-term partnership and will become one of your trusted professional advisors and service providers. We work proactively and comprehensively to help our clients achieve their mission to educate, advocate, and collaborate with policy makers. As a trusted and reliable partner, we deliver honest and straightforward counsel, putting our client’s interests first.

### PRIMARY CONTACTS



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