



4th Annual CFMA Southwest Regional Conference | Scottsdale, AZ
September 23-25, 2018

Legislative Panel – How the SAUSAGE Gets Made



September 23-25, 2018



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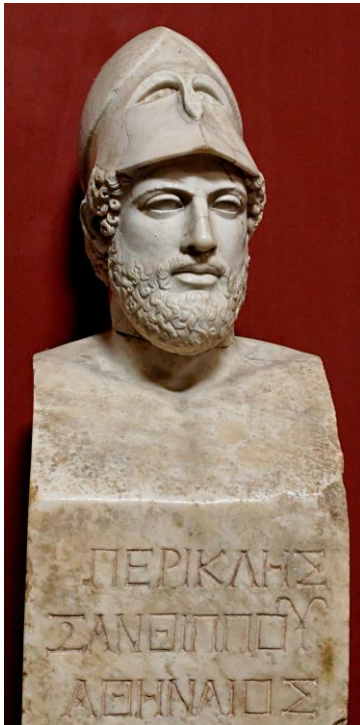
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Why get involved?



“Just because you don’t take an interest in politics doesn’t mean politics won’t take an interest in you.”

- *Pericles 429 BC*



Why get involved?

Legislation can and does impact your company,
your people and your **BOTTOM LINE**



How to Engage

Legislative approach may be proactive, reactive
or a combination of both



The “Process” – who do you let in the kitchen?



The “Process” – who do you let in the kitchen?



“Listen, I’m no expert, but I still want you to listen to me ramble on about this for a while.”

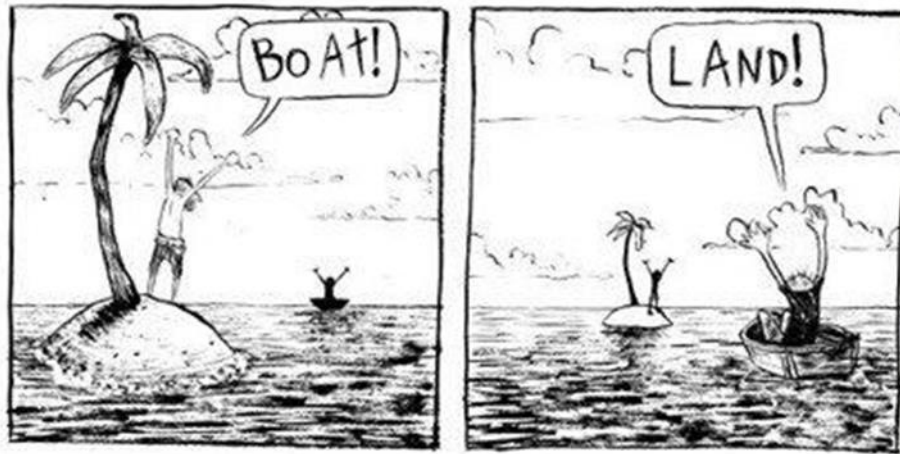


Can there be too many cooks in the kitchen?

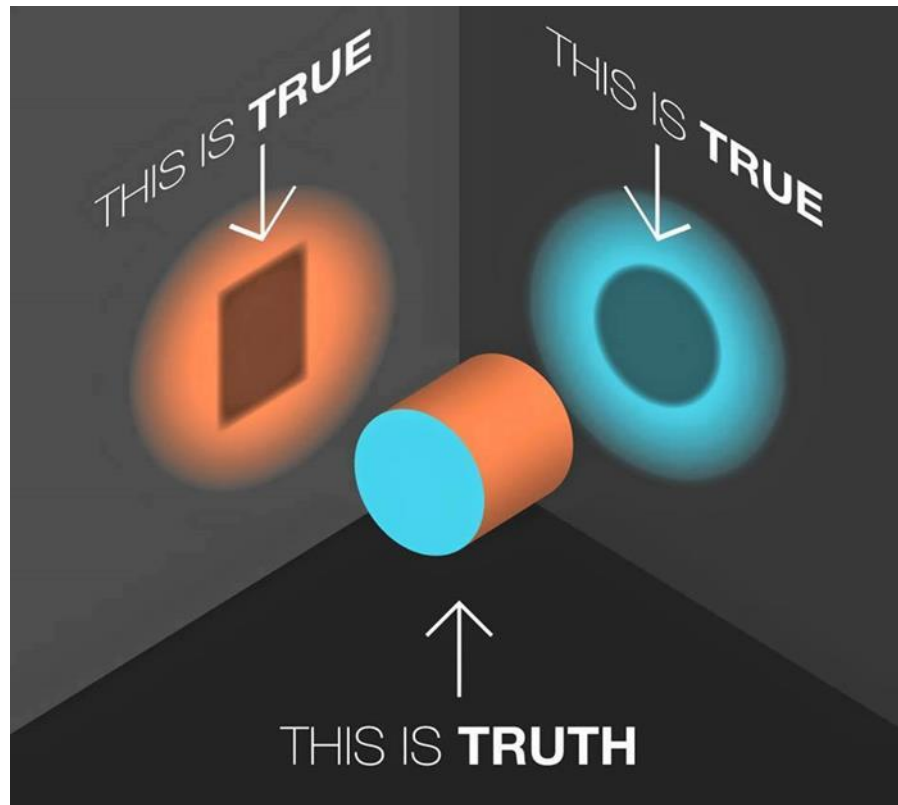
Know what recipes (agendas) they bring to your kitchen!



Perspective



Perspective



The “Process” – preparing the Sausage

The sequence of preparing the ingredients for your sausage may vary depending on whether Proactive or Reactive



Tasting the Sausage – Yum

The proof of proper ingredients, appropriate cooks and a great recipe is ... THE VOTE



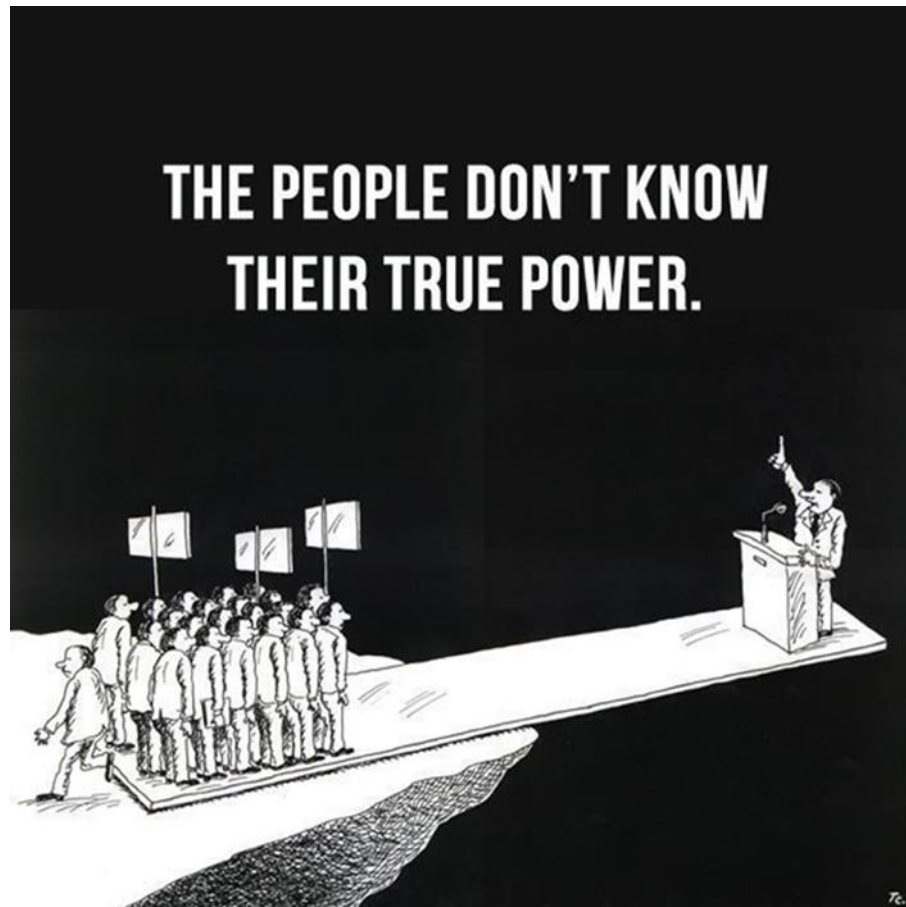
Celebrate!!!



Or . . . If you went down in flames; try again next year!!



Get engaged



???'s

