

Legislative Day 2026

First Timer Q&A

CAPMA's Legislative Day is the association's coordinated advocacy event in Sacramento where pest management professionals meet directly with state legislators and staff to advance policies that protect public health, support responsible regulation, and strengthen the structural pest control industry in California.

As a 501(c)(6) trade association, Legislative Day is central to CAPMA's mission of representing and promoting the business interests of licensed pest management companies across the state.

Logistics & Preparation

- What should I wear?
 - Business Professional is a good choice. Expect significant walking and ensure you have comfortable shoes. Make sure you wear the name badge CAPMA provides you at registration.
- What should I bring with me (ID, notebook, business cards, water, etc.)?
 - Government issued ID
 - Small notebook and pen for note taking
 - Business cards
 - Water
 - Talking points provided by CAPMA
- Do I need to register or check in when I arrive?
 - If you did not register at capma.org, please register on-site. If you did register at CAPMA.org, check in to receive your badge. There will be signage for you to follow.
- Where do we meet before boarding the buses?
 - Charter buses will be outside the Doubletree Hilton. We will meet in the lobby of the hotel.
- How long is the day typically?
 - Breakfast and the briefing will begin at 7am. The day will end after the visits to the Capitol and the luncheon.
- Will meals or snacks be provided?
 - A light breakfast will be available to attendees that are participating in Committee meetings on 4/22. Lunch will be on your own on 4/22.
 - A buffet breakfast and a plated lunch will be provided to registered attendees on 4/23.

Legislative Day 2026

First Timer Q&A

- How early should I arrive?
 - Plan to attend the Briefing Breakfast to receive general information about the day and meet with your group.

Travel & Transportation

- How do the buses work? Do I need to reserve a seat?
 - Registering for Legislative Day reserves you a seat on the charter bus, so make sure you register early so that you can get a space on the bus.
- Where do the buses pick up and drop off?
 - Buses will pick up attendees at the Doubletree Hilton hotel and drop them off at bus parking on 15th street. We will be picked up where we are dropped off and dropped back off at the hotel. Detailed times will be included in the final agenda.
- Will someone guide us once we get to the Capitol?
 - We will walk as a group from the bus to the Capitol for the group photo. After the photo, groups will disperse to their appointments.
- What happens on the bus ride (role-playing, Q&A, briefing)?
 - CAPMA is organizing an informational bus ride that may include Q&A and/or role-playing.

Meetings With Legislators

- Do I have to talk during the meetings?
 - No. If you do not want to talk, you can let your group know that you are not comfortable talking this year. Being a good listener and taking notes can be effective as well.
- What should I say if I'm asked a question I don't know the answer to?
 - You are always welcome to refer to someone else in your group.
- How long are the legislative appointments?
 - Expect about 15 minutes, time is usually very limited.
- Who leads the conversation during the meeting?
 - Your group will determine a "leader" for either all the appointments or they will rotate and take turns.
- What materials or talking points will I have with me?
 - Groups will receive a briefing packet that will include talking points and a leave behind.

Legislative Day 2026

First Timer Q&A

- Why is including my home or business address important for appointments?
 - Representatives and their staff prefer to schedule meetings with their constituents.
- What's the protocol if the legislator is unavailable and we meet with staff instead?
 - Your group will continue with the meeting as if you were meeting the legislator. You may meet with more staff than legislators; always be polite and professional.

Advocacy & Messaging

- What is the main purpose of Legislative Day?
 - Advance the Association's policy agenda
 - Build relationships with policymakers
 - Educate lawmakers
- What are the key issues we are advocating for this year?
- How should I introduce myself?
 - Use your first and last name. You can also include your affiliation with CAPMA "CAPMA member or District Chairman" and your company's name.
- Do I need to know detailed policy information?
 - No.
- How can I best support the message without sounding scripted?
 - Initially, you may sound scripted, but as you get comfortable speaking and listening to the conversations, they will become more organic.

Comfort & Expectations

- How many people usually attend?
 - 100-150
- Are there security checkpoints to go through at the Capitol?
 - Yes
- Is it okay to take photos?
 - It may be okay to take photos. Best practice is to ask any staffer or administrative staff if you can take a photo.

Legislative Day 2026

First Timer Q&A

- What if I feel nervous or unsure what to say?
 - This is perfectly normal. If you are uncomfortable speaking, let your group know. If you would like to speak, discuss with your group what would be a good talking point for you to discuss.

Follow-Up

- Do I need to follow up with anyone after the meetings?
 - Participants are encouraged to share their experience at their local District meeting. CAPMA will also send out a follow up email after the event for you to provide your feedback.
- Will we receive a recap or summary after Legislative Day?
 - Yes.
- How can I stay involved going forward?
 - CAPMA members are encouraged to meet with their local representatives often, at least quarterly. This allows for ongoing discussion and relationship building.