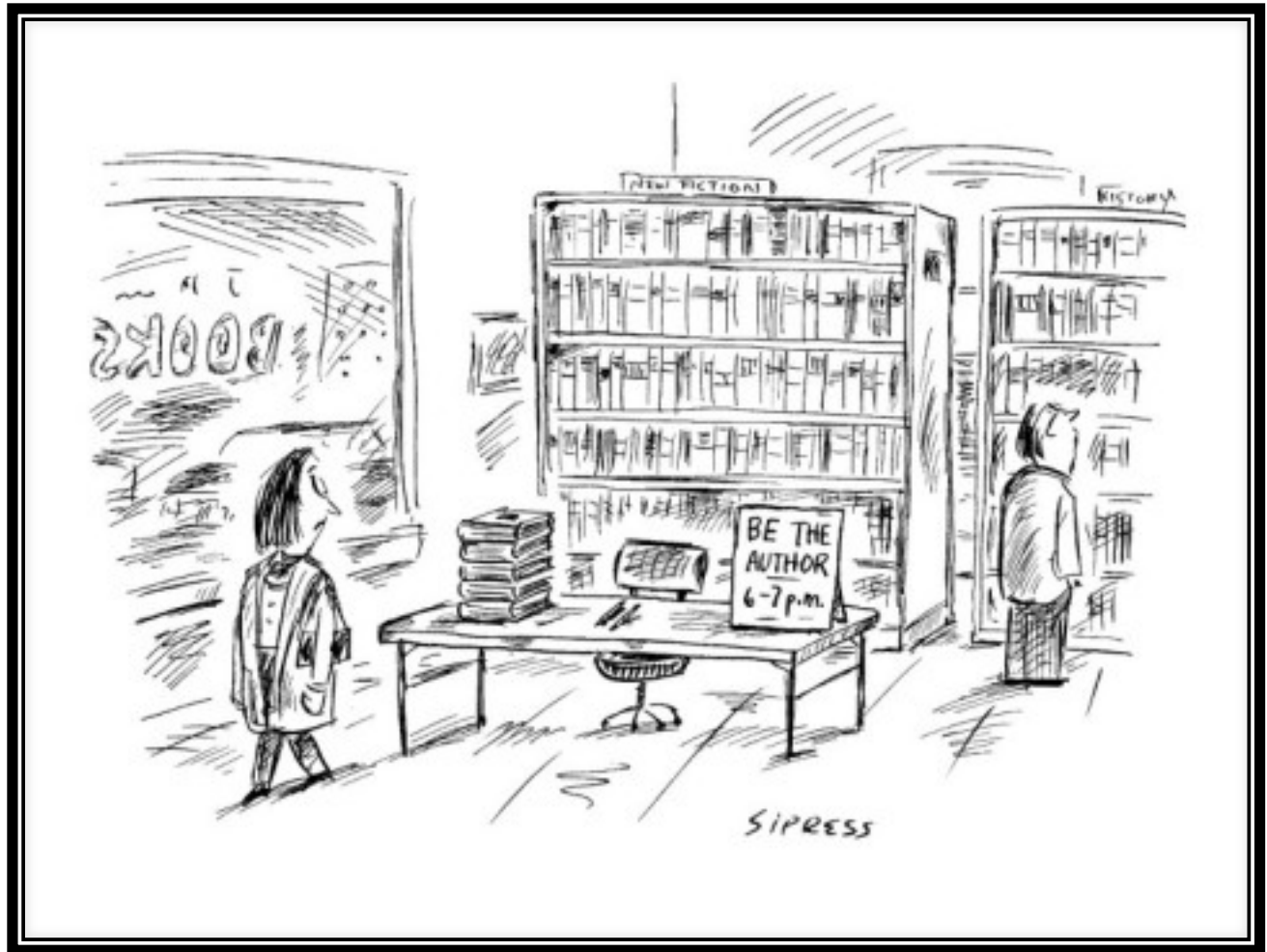




MAPES
&
MAPES
INC

IF YOU'RE NOT AT THE TABLE

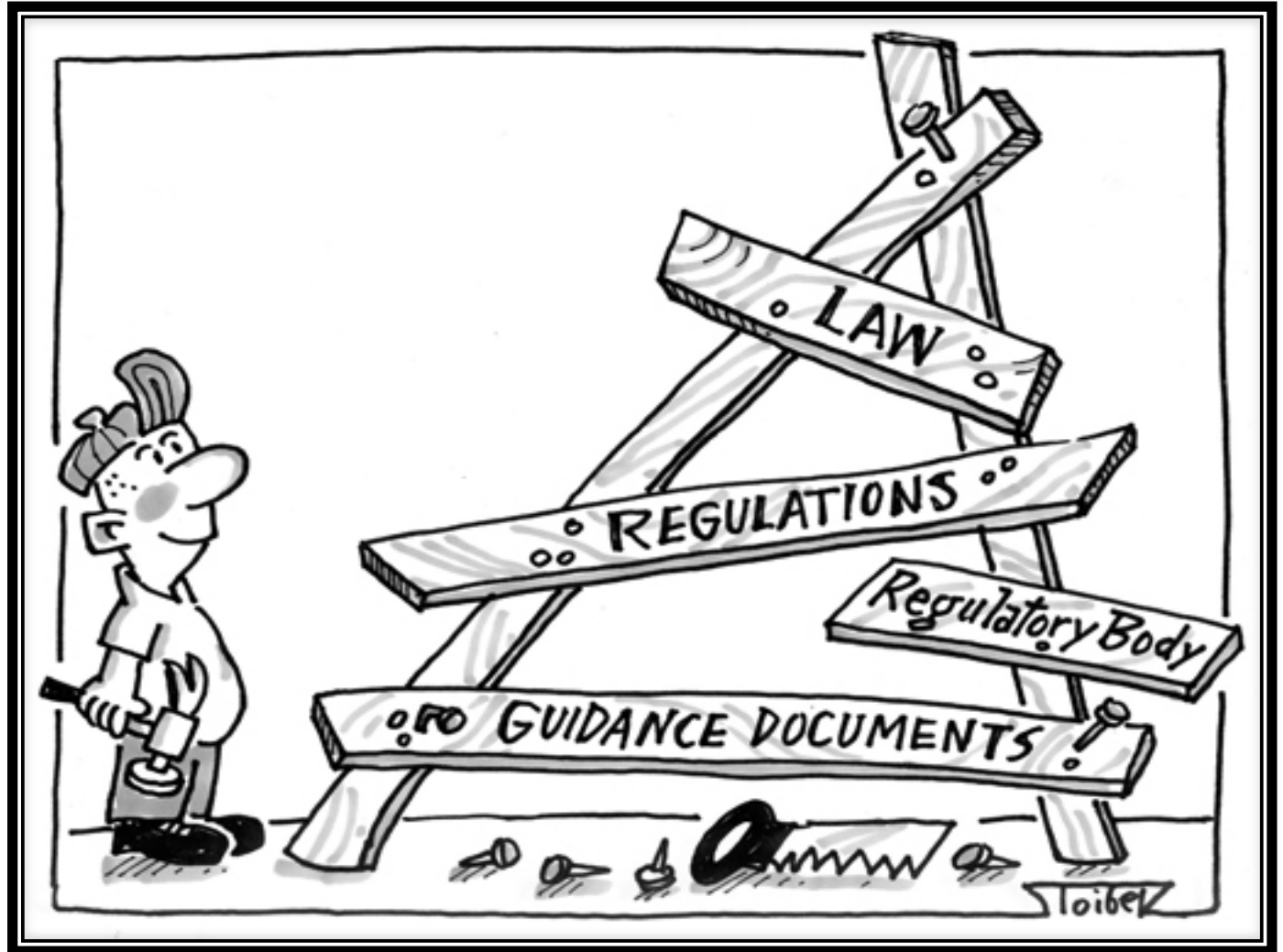
YOU'RE ON THE MENU





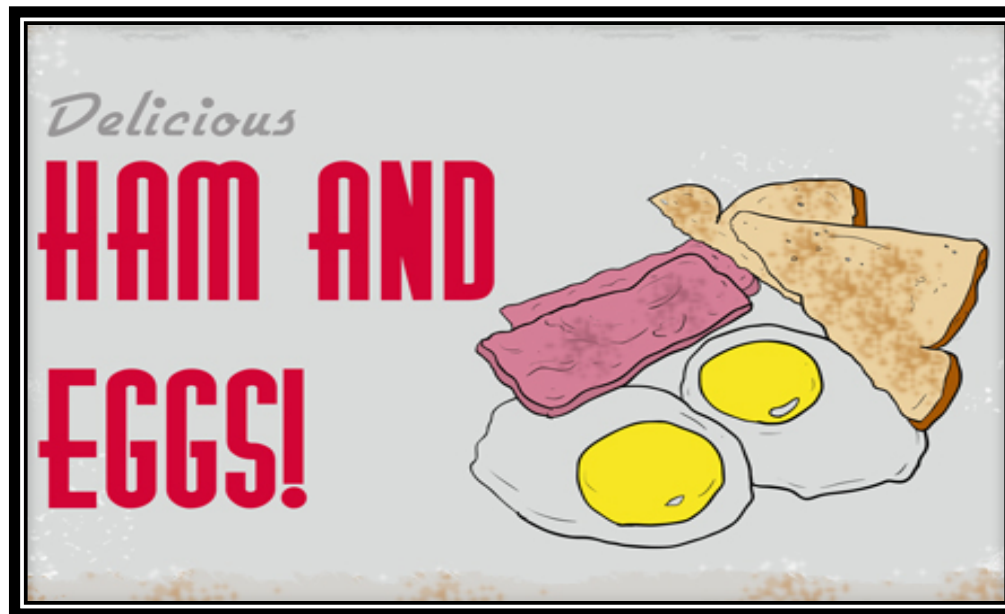
ONE MORE TIME....

IF YOU'RE NOT AT THE TABLE, YOU'RE ON THE MENU.





PARTICIPATION VERSUS COMMITTMENT



All the contribution checks, golf rounds, smoke-filled card games, steak dinners, and whiskey in the world cannot win when competing against a group that has relationships with its politicians.



PARTICIPATION

What does participation in the political, governmental and legislative processes actually mean?



PARTICIPATION

- Go meet your State Senators and State Representatives.
- Go to their office in **YOUR** districts.
- **DO NOT** call and request a meeting.
- Drop by unannounced until you finally meet them face to face.
- Go with no agenda but to offer yourself as a resource.



PARTICIPATION

Find your Senator and Reps



- 1. "Google" Louisiana Legislature**
- 2. Click who are my legislators tab**
- 3. Input your street address and Zip Code**



PARTICIPATION

You can't beat the local boys on their home ground



Once you establish, and maintain, relationships with your legislators, there is no known defense against this strategy for your industry or profession.

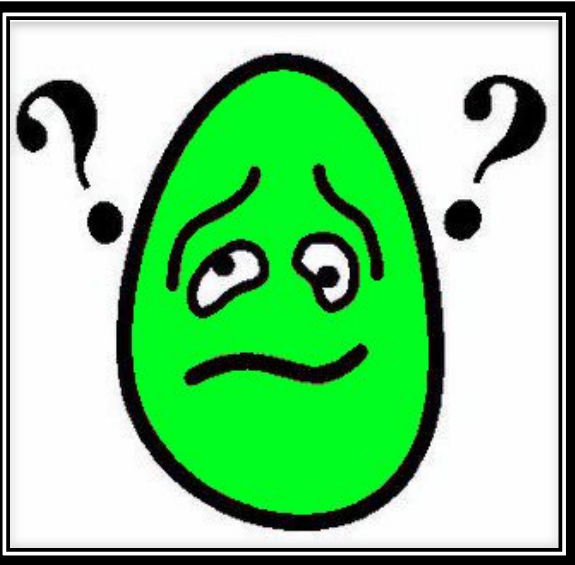


PARTICIPATION

**A Pig and a Chicken are walking down the road.
They see a billboard with a plate of ham and eggs.
The Chicken says: “My, isn’t that a beautiful sight?”
The Pig says: “Well, I don’t know about that. For you,
it’s participation, but for me it’s total commitment!”**



PARTICIPATION



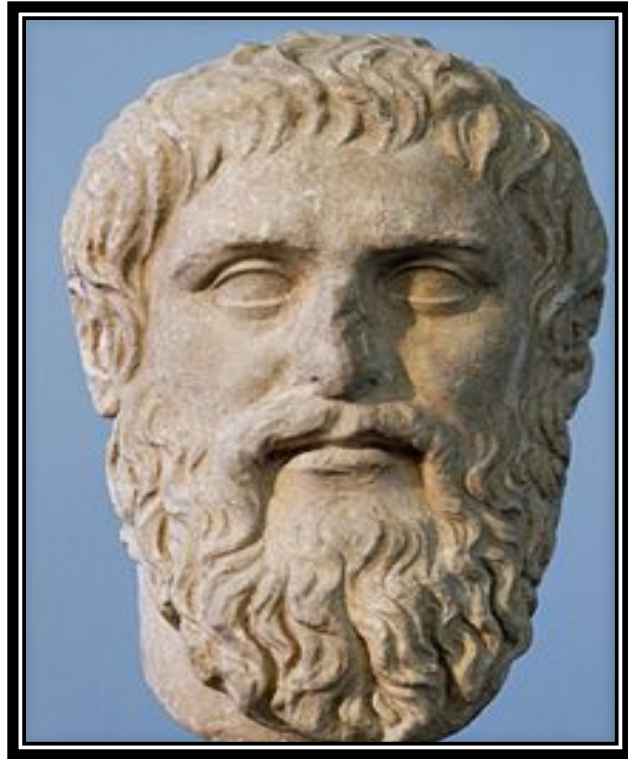
There are 3 types of people:

1. People who watch things happen
2. People who make things happen
3. People who say, "what happened?"

DO NOT BE NUMBER 3



PARTICIPATION



“One of the penalties for refusing to participate in politics is that you end up being governed by your inferiors and/or your opposition.”

Plato 428-347 BC



PARTICIPATION

THE JIM HARPER STORY RE: GRASSROOTS

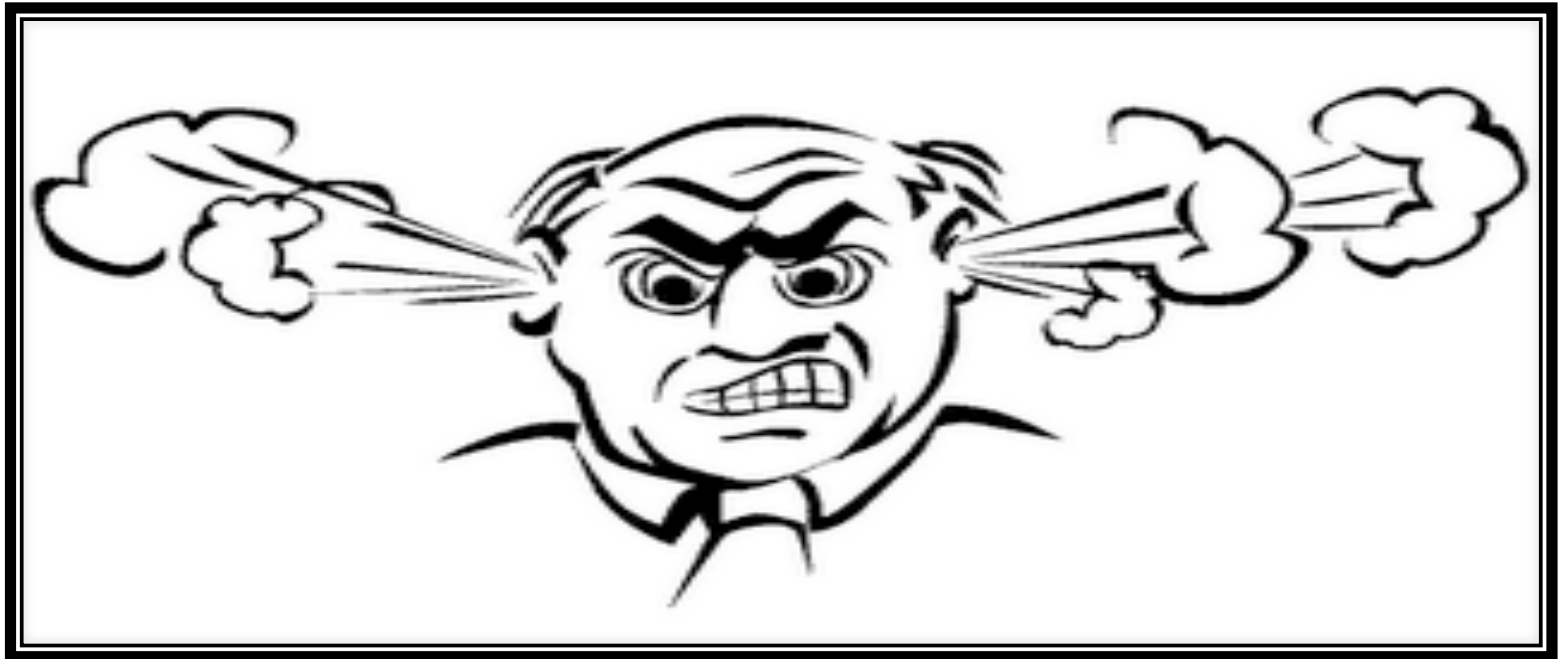


Your call counts, and here's a story about my good friend Jim who called when our legislation was to be heard on the House floor in about 15 minutes. He called me and said, "how's our bill doing"? I said, "we have the votes, but one of your Representatives is voting against us". He asked for the Rep's cell phone number. He called him. The Rep came off the House floor to see Sandy and me with cartoon steam coming out of his ears!



PARTICIPATION

....The Representative DID switch his vote



And was NOT happy about it!



PARTICIPATION

But said “We’ll still be friends”





PARTICIPATION

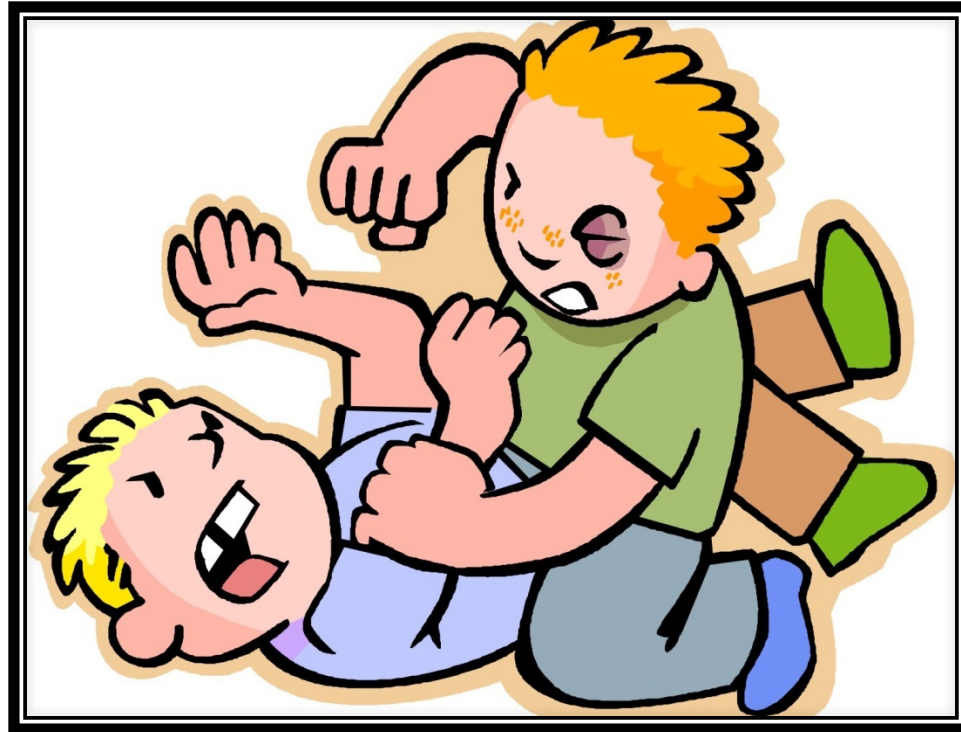
Jim Harper called me back. I asked him what he told the Representative. He said, "I told him, boy, you're gonna vote for our bill, or I'm gonna call your daddy!"





PARTICIPATION

If you're for something, somebody's against it



If you have something, somebody wants it.

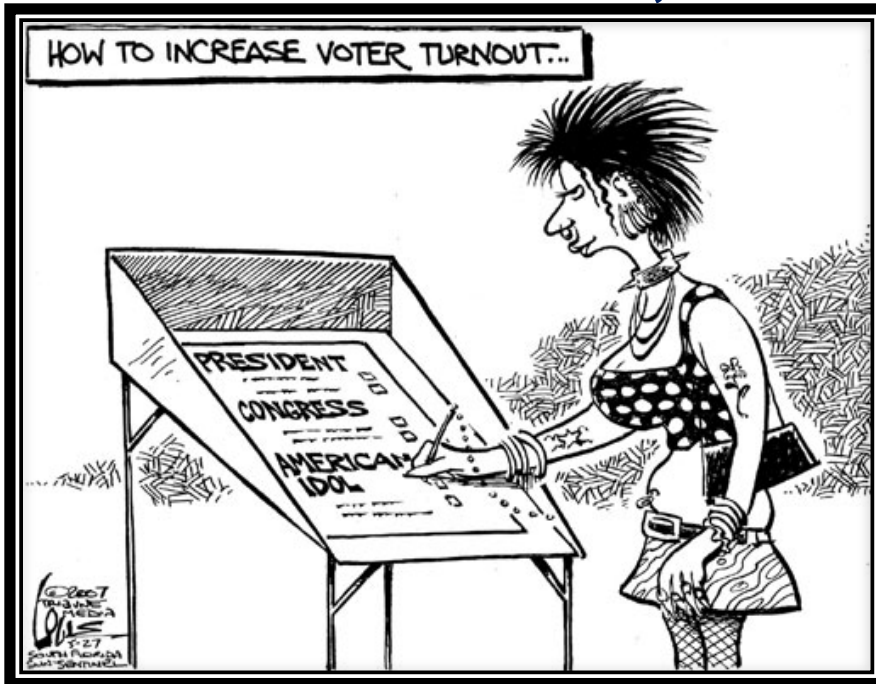


PARTICIPATION

THE GOLDEN RULE

GET INTO POLITICS, OR....

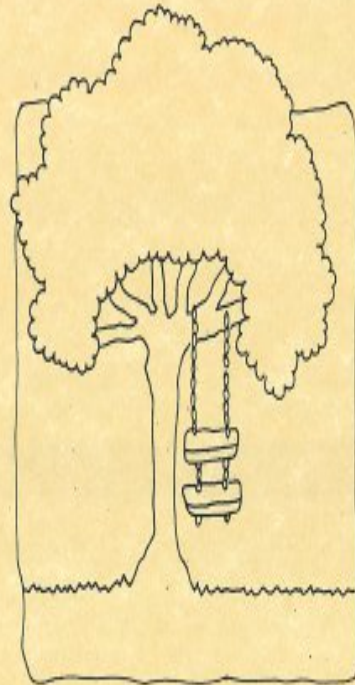
GET OUT OF BUSINESS



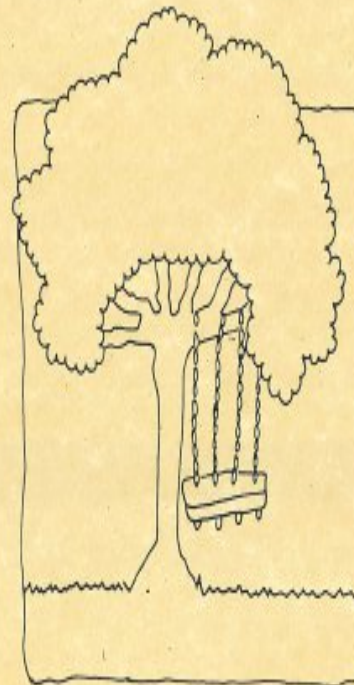


PARTICIPATION

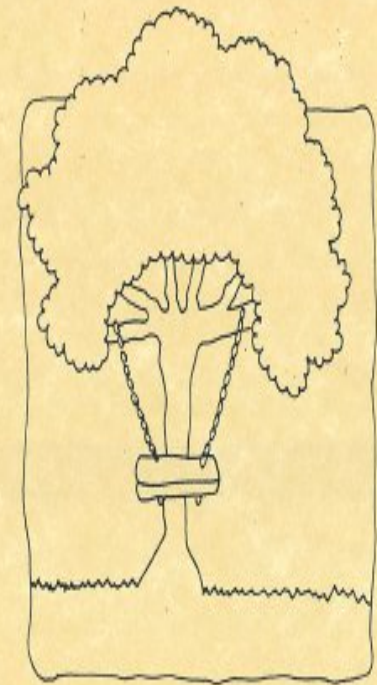
How a Bill Becomes a Law



AS INTRODUCED



AS AMENDED IN
COMMITTEE

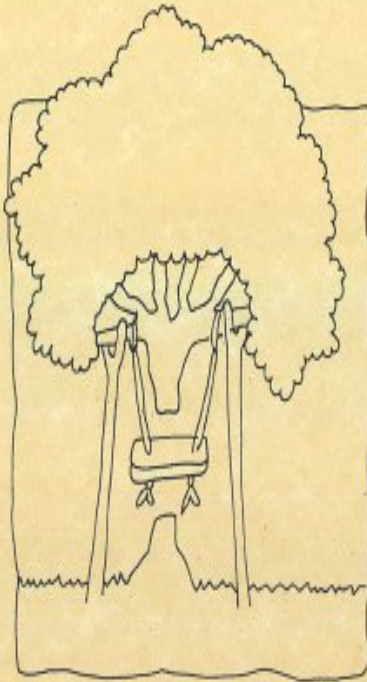


AS AMENDED ON
SECOND READING

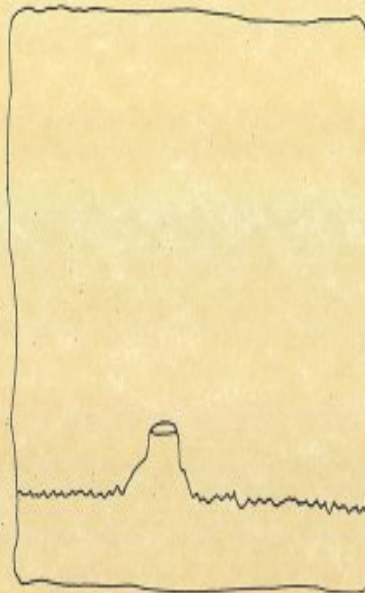


PARTICIPATION

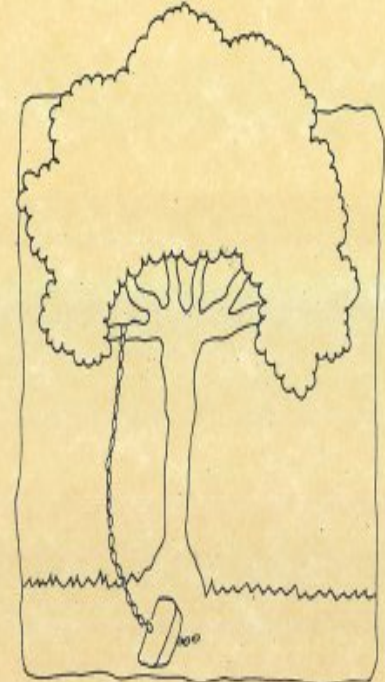
How a Bill Becomes a Law



AS ENACTED



AS FUNDED BY JOINT
BUDGET COMMITTEE

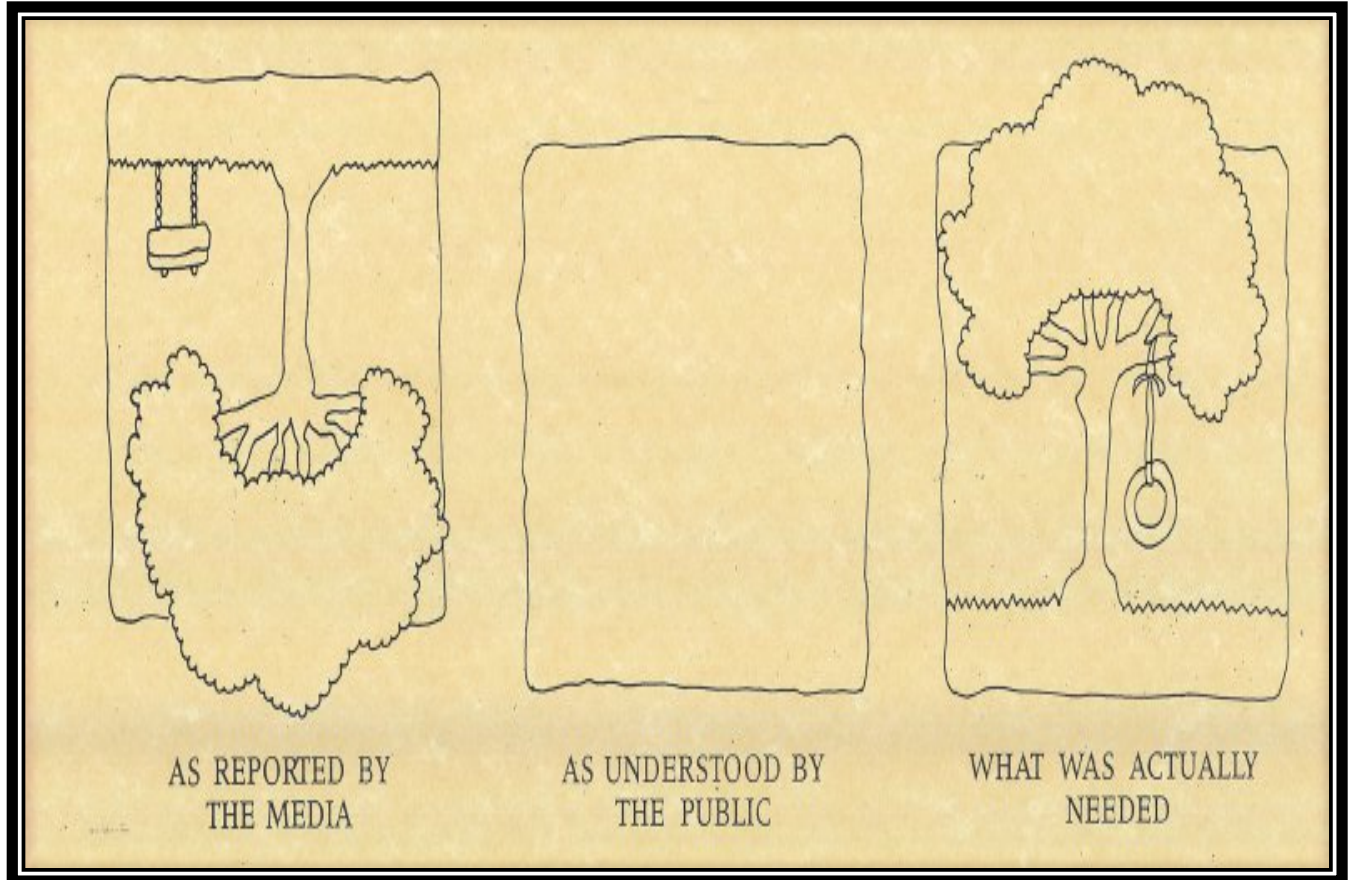


AS IMPLEMENTED BY THE
STATE AGENCY



PARTICIPATION

How a Bill ***REALLY*** Becomes a Law





PARTICIPATION

TIME