



Healthcare Team - Meeting Tips and Key Talking Points

Tips for effective advocacy when meeting with a Member of Congress:

- **Know your ask:** Review our advocacy paper so you are clear on the issues we will discuss.
- **Be concise and respectful:** Meetings are typically 30 minutes or less, so keep introductions brief and your topic clear and easy to understand.
- **Use a story + data:** Share one brief story that illustrates your point. If you have supporting data, keep it handy as backup.
- **Know your audience:** Members come from different perspectives; your message will be more impactful if you connect it to their interests (e.g., economic or community impact).
- **Keep it professional and nonpartisan:** You may not agree with what a Member says, but it is important to remain professional, even when you disagree.

Meeting facilitation overview:

A meeting lead and note taker will be assigned for each of our meetings.

- The *meeting lead* will open the meeting, thank the Member or staffer for their time, and provide the issue paper and infographic.
- The *note taker* will capture discussion points and enter them into the Cap-to-Cap note tracker

Meeting leads can use the below general outline to start the meeting.

- Thank you for taking time out of your day to meet with our Cap-to-Cap Health Care Team. The Sacramento Metro Chamber's Cap-to-Cap program is the largest federal advocacy effort of its kind. This year, we have more than 450 participants in the delegation, including civic, business, and community leaders representing the Greater Sacramento region.
- Our team represents a diverse cross-section of the health care sector, including health systems and hospitals, Federally Qualified Health Centers, community-based nonprofits, and other key stakeholders.
- Our goal today is to discuss several issues highlighted in our advocacy paper. We would also appreciate hearing about your priorities and the healthcare issues you are currently working on.

If they do not immediately ask questions or offer comments, begin with the first item in our advocacy paper.



Talking Points: What This Team Is Advancing in 2026

- **Stabilize funding and barriers to program enrollment for those enrolling in Medicaid.**
 - Federal changes to Medicaid are estimated to be a \$3 billion impact to the state budget.
 - Congress should urge a delay implementing work requirements and increased eligibility checks until systems are in place to help eligible patients stay enrolled
 - As states adjust to how they collect provider taxes, Congress should support reasonable glide paths that minimize shifting financial burdens to Capital Region healthcare providers and employers.
 - Congress should support annual Medicare Economic Index (MEI) inflation updates and additional Alternative Payment Models will strengthen overall health care financing for the communities we serve.
- **Support legislation that addresses health care industry workforce shortages.**
 - Physicians, nurses, and other healthcare staff shortages continue to grow across the country.
 - As of January 2026, the Health Resources and Services Administration designated 8,477 Health Professional Shortage Areas for primary care alone, covering a population of 93 million.
 - Congress should waive H1B visa application fee requirements for physicians, expand the J-1 visa program for international medical graduates, and expand funding to support educational programs and financing to educate nurses and other allied health professionals.
- **Continue working to address health insurance premium affordability for all Americans.**
 - When fewer individuals and families have health coverage, more uncompensated care is provided to people who ultimately cannot pay.
 - Medical bills have been the leading source of unpaid debt on credit reports.
 - Congress should work toward a policy for making it easier for people to afford coverage by containing premium costs as a percentage of their income, spreading risk, and stabilizing costs throughout the healthcare system.
 - Congress should continue its work to make prescription drugs, as well as cell and gene therapies, more affordable and accessible.