

CAPITOL SEMINARS PRESENTS  
LOBBYING 101  
LOBBYING 201

LOBBYING 101 - THE FUNDAMENTALS

- Beneficial for anyone involved in the lobbying process - lobbyists, lobbyist employers, state agency liaisons and legislative coordinators.
- Teaches the fundamentals including the qualities of a good legislative advocate; the language, culture and mores of the legislature; the dos and don'ts of testifying; client relations; how to find an author and much more.

LOBBYING 201 - THE ADVANCED COURSE

- For graduates of 'Lobbying 101' and people with significant legislative experience.
- Builds on principles taught in 'Lobbying 101' and also focuses on budget advocacy, regulatory agency advocacy, lobbying the Governor's Office and media strategies.



Taught by Ray LeBov

30 years of legislative experience

13 years as the Director of Governmental Affairs for the Judicial Council of California

17 years as Committee Counsel including 12 years as Counsel for the Assembly Judiciary Committee

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LIMITED SPACE CALL (916) 773-3215 TODAY!

LOBBYING 101

- Thursday, Jan. 22nd - Sacramento - \$275
- Thursday, Mar. 19th - Sacramento - \$275
- Thursday, May 9th - Sacramento - \$275
- Thursday, July 23rd - Sacramento - \$275

LOBBYING 201

- Friday, Jan. 23rd - Sacramento - \$275
- Friday, Mar. 20th - Sacramento - \$275
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