



Gilbert because she already knew some of the legislators, but she also said that her approach worked because of the tight-knit social structures in rural areas. For example, she could simply cite the needs of a particular elderly or disabled citizen whom elected officials already knew. That personal connection helped make the case for supporting the rental car tax.

There's no telling where Gilbert's advice might take you. Give it a shot, for the well-being of your agency and the people you serve. ●

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## Source

- Gilbert, Ann. "Expert Advice: Working with Elected Officials" Community Transportation Digital: Telling the Truth About Transit. Fall 2011. [http://web1.ctaa.org/webmodules/webarticles/articlefiles/Fall\\_11\\_DigitalCT.pdf](http://web1.ctaa.org/webmodules/webarticles/articlefiles/Fall_11_DigitalCT.pdf)