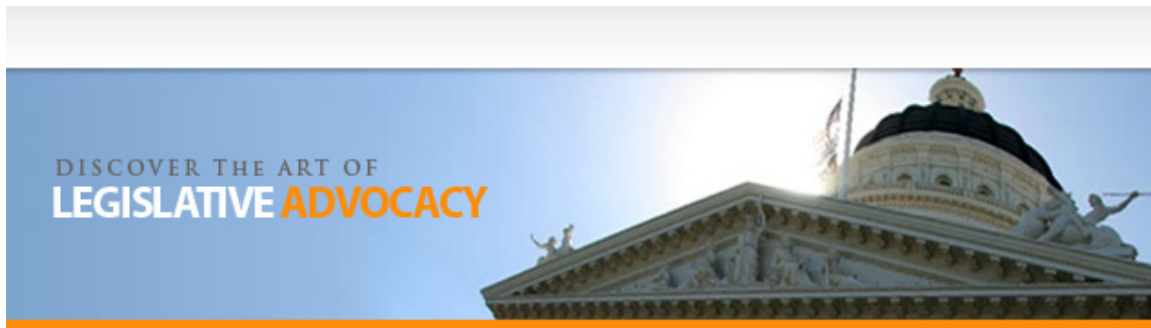


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A Resource for Understanding and Shaping California Law and Policy



Ray LeBov's Rules for Effective Lobbying

[Part 1 – Be a Sponge](#)

[Part 2 – The Importance of Honesty](#)

[Part 3 – Not Letting the Perfect Become the Enemy of the Good](#)

[Part 4 – The Difference Between Motion and Action](#)

[Part 5 – Perseverance = Persistence + Patience](#)

[Part 6 – Knowing When to Stop](#)

[Part 7 – Manage Client Relations](#)

[Part 8 – Don't Ignore the Minority Party](#)

Part 9 – Never Speak on Behalf of Another Entity – **COMING SOON**

Part 10 – RALF: Recognize, Admit, Learn, Forget About your mistakes – **COMING SOON**