Mick Bullock, NCSL Public Affairs Director







### WHAT DOES NCSL DO?

- Serves 7,386 legislators and more than 30,000 legislative staff.
- Provides non-partisan research
   & analysis.
- Links legislators with each other and experts.
- Speaks on behalf of legislatures in D.C.









Aug. 5-7, 2024

NATIONAL CONFERENCE OF STATE LEGISLATURES

### THE MEDIA





# The Washington Post































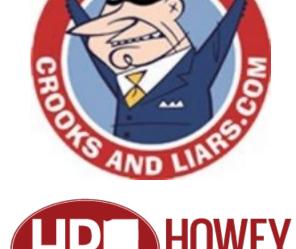










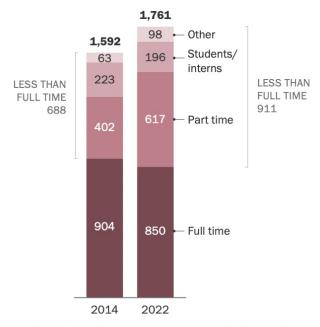








Total number of U.S. statehouse reporters with each employment status



Note: Figures from 2014 have been recalculated in this report so that session-only reporters are included in the full-time category. See the Methodology for further details.

Source: Pew Research Center data collected Sept. 23, 2021-March 11, 2022.

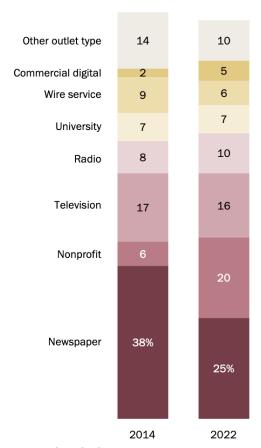
"Total Number of U.S. Statehouse Reporters Rises, but Fewer Are on the Beat Full Time"

PEW RESEARCH CENTER

Statehouse reporter pool larger than in 2014, but with fewer full-time reporters.



% of U.S. statehouse reporters working at each outlet type



Nonprofits are now the second-largest employer of statehouse reporters, following newspapers.



#### ◆ WSJ NEWS EXCLUSIVEMEDIA & MARKETING

### Alabama's Three Largest Newspapers to Stop Printing Next Year

Advance Publications to make Birmingham News, Huntsville Times and Press-Register digital-only



The print readership of the three Alabama newspapers has been shrinking rapidly. A view of downtown Birmingham, Ala.

PHOTO: ANDI RICE FOR THE WALL STREET JOURNAL



# BRAND PROTECTOR



## BRAND PROTECTOR







- Offer "on background" briefings for complex issues/legislation.
- Build a relationship.
- Assemble a local and state press list for yourself.







#### State Senator Kayse Jama

Senate District 24 (D-East Portland)

Native land of Multnomah, Wasco, Cowlitz, Kathlamet, Clackamas, Bands of Chinook, Tualatin Kalapuya, Molalla, and many other tribes that made their homes along the Columbia and Willamette Rivers

#### PRESS RELEASE

FOR IMMEDIATE RELEASE March 7, 2022 Contact: Kien Truong sen.kaysejama@oregonlegislature.gov

#### State Senator Kayse Jama Reflects on 2022 Legislative Accomplishments

SALEM, Oregon - Last Friday, the legislature ended its 2022 regular session after passing historic legislation promoting access and equity in education, supporting healthy communities across Oregon, strengthening workforce protections and advancing Oregonian's economy, supporting immigrant and refugee communities, encouraging sustainability, and improving public safety by addressing issues in the criminal justice system.

State Senator Kayse Jama (D-Portland) played a critical role in the introduction and the passage of much of the groundbreaking legislation passed during the February session. His 2022 legislative accomplishments include:

- 1. Investing \$400M to support homeownership, increase affordable housing and address houselessness (HB 5202)
- 2. Ensuring renters rights and access to cooling while preparing Oregon for the next heat wave (SB 1536)
- 3. Establishing universal legal representation in immigration proceedings (SB 1543)
- 4. Reducing racial disparities in traffic stops and creating the Justice Reinvestment Equity Program (SB 1510)
- 5. Extending basic worker protections and ensuring fair compensation for farm workers (HB 4002)
- 6. Strengthening workforce protections and worker injury compensation (HB 4138, SB 1513)
- 7. Funding wealth building opportunities for economically marginalized communities (SB 1579)
- 8. Updating racist and xenophobic immigration terminology in Oregon state laws (SB 1560)
- 9. Providing compensation for wrongly convicted persons (SB 1584)
- 10. Expanding in-state tuition eligibility for Afghan refugees (SB 1522)

"I am very proud of the historic and remarkable work that the Oregon legislature and my office were able to accomplish during the 2022 session," said Senator Jama, "from expanding access to cooling technologies for Oregon renters to addressing systemic inequalities within our criminal justice system, the work we have done over the past month will improve the lives of all Oregonians."

Sen. Jama has released a fact sheet detailing a full list of 2022 legislative accomplishments which can be found at oregonlegislature.gov/Jama.

- Press releases are still a thing.
- Video updates.
- Weekly legislative updates to local newspaper and social media.



## MEDIA TACTICS



# As an Interviewee You Have the Right to:

- ✓ Know the topic
- ✓ Know the format
- ✓ Buy time
- ✓ Have time to answer the question
- ✓ Correct misstatements (on site)
- ✓ Use notes
- ✓ Record the interview







# As an Interviewee You Do Not Have the Right to:

- ✓ Know the questions in advance
- ✓ See the story in advance
- ✓ Change your quotes
- ✓ Edit the story
- ✓ Expect your view be the only view
- ✓ Demand article be published



### The Irrelevant Questioner (Goin' fishin')

- Series of obvious questions.
- Going back to a certain question again and again.

### **Machine Gun Questioning**

• Interruptions, foot tapping, jittery eye movement, snowballing interview speed.

### The "Golden Pause"

 Uncomfortable silence -- who will break first?





#### The Irrelevant Questioner (Goin' fishin')

- Series of obvious questions
- Going back to a certain question again and again

#### The Loaded Preface

 "Given the fact that the industry and the general public is overwhelmingly against the committee's position on this, why do you keep trying?"

#### **Machine Gun Questioning**

Interruptions, foot tapping, jittery eye movement, snowballing interview speed

#### The "Golden Pause"

• Uncomfortable silence -- who will break first?





### A Reporter's Lexicon

- Off the record: Material may not be published or broadcasted.
- Not for attribution: Information may be published, but without revealing identity of the source.
- **Background**: Usually means not for attribution. Confirm with reporter.
- Deep background: Usually means off the record. Make sure it does.



### **Rule of Silence**

• Never say (or write) <u>anything</u> to a journalist you don't want to read in the newspaper, see on television or hear on the radio.









- Buy preparation time if possible
- Talk Slowly! (for more accurate quotes)



- Establish an "interview setting"
  - ✓ Clear your desk
  - ✓ Close the door
- Use notes







- Keep Jacket, Tie, Make-up, Jewelry at work
  - ✓ Dark = Thin
  - ✓ No tight patterns



- Ask if looking into the camera
- Don't 'Mick Jagger' the mic





### **Key Messages Structure**

- One thought per sentence
- Clear, concise
- Compelling & passionate
- Soundbite / Quote



### **Blocking and Bridging**

- Don't ignore or evade the question.
- Address the topic of question.



- Asked about a problem, talk about a solution.
- Never say "no comment," but explain why you can't.



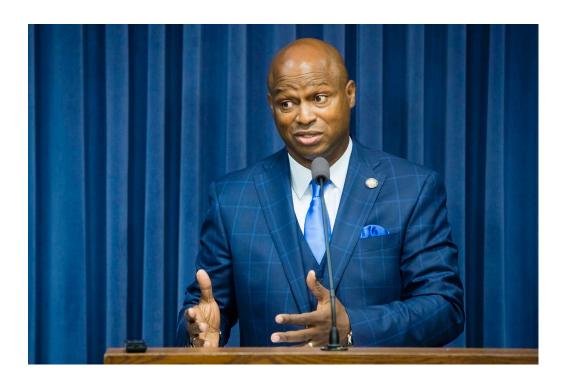
### **Blocking and Bridging**

- "I think what you're really asking is..."
- "That speaks to a bigger point..."
- "Let me put that in perspective..."
- "What's important to remember, however..."
- "The real issue here is..."
- "I don't know about that...But what I do know is..."
- "What you're asking is..."
- "Just the opposite is true..."
- "That's false..."



Feat.: Speaker Robin Vos (WI)





Feat.: Speaker Chris Welch (IL)

### "Anything Else You Want to Add?"

- "The most important thing to remember is..."
- "The real issue is..."
- "I've talked about a lot of things. It boils down to these three things...
- "Let me make one thing perfectly clear"





- 1. Keep calm and carry on.
- 2. Remember your brand!
- 3. It's public.
- 4. Utilize Social Media.

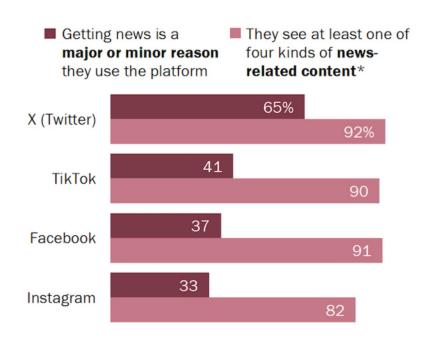


# NAVIGATING SOCIAL MEDIA AS A LEGISLATOR

Mick Bullock, NCSL Public Affairs Director



% U.S. **users** of each social media platform who say ...



<sup>\*</sup> Users of each platform were asked if they ever see funny posts that reference current events, news articles, opinions about current events, or information about a breaking news event.

Source: Pew Research Center survey of U.S. adults conducted March 18-24, 2024.

 Most see some kind of news on social platforms, though fewer cite news as a reason for using them.



<sup>&</sup>quot;How Americans Get News on TikTok, X, Facebook and Instagram"

% of U.S. adults who say they ever use \_\_\_ by ...

AG E	GEND ER	RACE & ETHNICITY	INCO EDUC		POLITICAL AFFILIATION		
		Ages 18-29	30-49	50-64	65+		
Facebook		67	75	69	58		
Instagram		78	59	35	15		
LinkedIn		32	40	31	12		
Twitter (X)		42	27	17	6		
Pinterest		45	40	33	21		
Snapchat		65	30	13	4		
YouTube		93	92	83	60		
WhatsApp		32	38	29	16		
Reddit		44	31	11	3		
TikTok		62	39	24	10		
BeReal		12	3	1	<1		

Usage of the major online platforms varies by factors such as age, gender and level of formal education.

Note: Respondents who did not give an answer are not shown. Source: Survey of U.S. adults conducted May 19-Sept. 5, 2023.



% of U.S. adults who say they ever use ...

			100	90	80	70	60	50	40	30	20	10	0%		
	YouTube	Facebook	Instagra	m Pii	nterest	TikTo	k	LinkedIn	What	sApp	Snapchat	Twit	ter (X)	Reddit	BeReal
Total	83	68	47		35	33		30	29		27		22	22	3
Men	82	59	39		19	25		31	27	7	21	9	26	27	2
Women	83	76	54		50	40		29	3:		32		19	17	5
White	81	69	43		36	28		30	20	`	25	,	20	21	3
Black	82	64	46		28	39		29	3:		25		23	14	1
Hispanic	86	66	58		32	49		23	54		35		25	23	4
Asian*	93	67	57		30	29		45	5:		25		37	36	9
Ages 18-29	93	67	78		45	62		32	32		65	_	2	44	12
30-49	92	75	59		40	39		40	38		30		27	31	3
50-64	83	69	35		33	24		31	29		13		L7	11	1
65+	60	58	15		21	10		12	16	5	4		6	3	<1
Household inco	me														
<\$30K	73	63	37		27			13	26	3	27	1	L8	12	3
\$30K-\$69,999	83	70	46		34	37		19	26	3	30	2	21	23	3
\$70K-\$99,999	86	74	49		35	34		34	33		26	2	20	22	3
\$100K+	89	68	54		41	27		53	34	4	25	2	29	30	5
HS or less	74	63	37		26	35		10	25	5	26	1	L5	14	3
Some college	85	71	50		42			28	23	3	32	2	24	23	4
College+	89	70	55		38	26		53	39	9	23	2	29	30	4
Urban	85	66	53		31	36		31	38	3	29	2	25	29	4
Suburban	85	68	49		36	31			30		26		26	24	4
Rural	77	70	38		36	33		18	20		27		L3	14	2
Rep/Lean Rep	82	70	43		35	30		29	25	5	27		20	20	4
Dem/Lean Dem		67	53					34	33		28		26	25	4
2 3111/ Louis Dell	U-T	01			00	- 50		- 5-			20	- 2		20	-

How use of online platforms – such as Facebook, Instagram or TikTok – differs among some U.S. demographic groups.

Note: White, Black and Asian adults include those who report being only one race and are not Hispanic. Hispanic adults are of any race. Not all numerical differences between groups shown are statistically significant. Respondents who did not give an answer are not shown. Source: Survey of U.S. adults conducted May 19-Sept. 5, 2023.

PEW RESEARCH CENTER



<sup>\*</sup> Estimates for Asian adults are representative of English speakers only.

<sup>&</sup>quot;Americans' Social Media Use"

### WHO'S ON SOCIAL MEDIA?

### Of Elected Officials:



53% are on Facebook67% are on X (Twitter)





## WHAT TO POST? IT DEPENDS ON WHERE



- It depends:
  - ✓ What's your message?
  - ✓ Who is your audience?



### WHAT TO POST WHERE:

- On Facebook: Live Videos, Events, Curated Content (Ads), Webinars.
- On X (Twitter): Live Updates, Member News, Engagement.
- On Instagram: Storytelling, Behindthe-Scenes, High Resolution Photos.
- On LinkedIn: Jobs, Legislature News, Staff Achievements.



Speaker Tim Moore @ @NCHouseSpeaker · 1h

U.S." @CBJnewsroom

"North Carolina among top states attracting residents from elsewhere in

Feat.: Sen. Santarsiero (PA)

### WHAT TO POST? DON'T FORGET!

- Repeat & Cross Communicate.
- Stop & Think: Quality over Quantity.
- Post What Matters: Crisis Comms, Constituent Engagement.
- What's Annual? Holidays, Sessions, Budget.



Feat.: Sen. Levesque (NH)



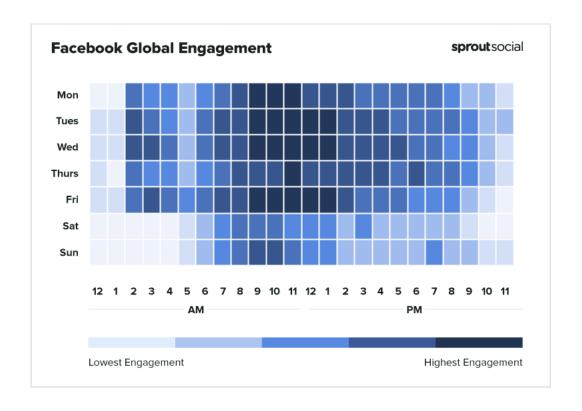
Ofc. Thompson was presented with a Life Saving Award for his quick thinking during a deceased person call. By continuing chest compressions and following protocols for resuscitation, medics were able to revive the subject during transport to the hospital. Thank you Ofc. Thompson!



Feat.: Sen. Nelson (TX)

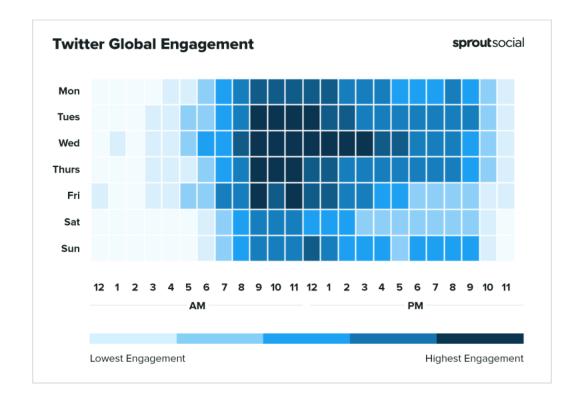


- On Facebook:
  - ➤ Day: Weekdays
  - ➤ Time: Morning to Mid-Day



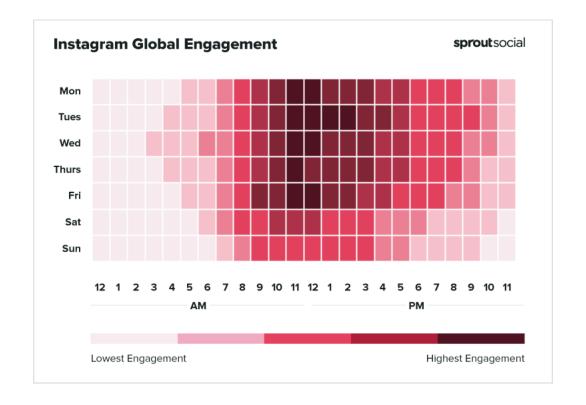


- On X (Twitter):
  - ➤ Day: Mid-Week
  - ➤ Time: Mid-Day



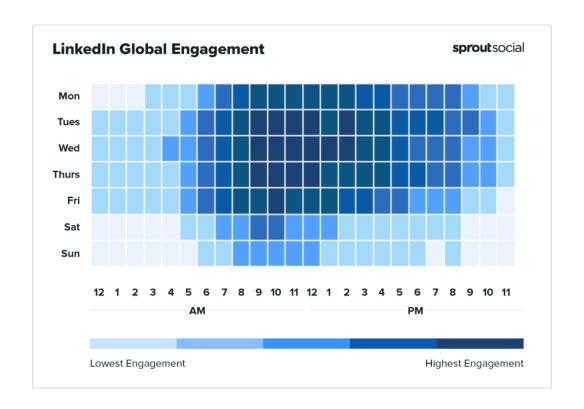


- On Instagram:
  - ➤ Day: Weekdays
  - > Time: Lunchtime





- On LinkedIn:
  - ➤ Day: Weekdays
  - ➤ Time: Morning to Mid Day





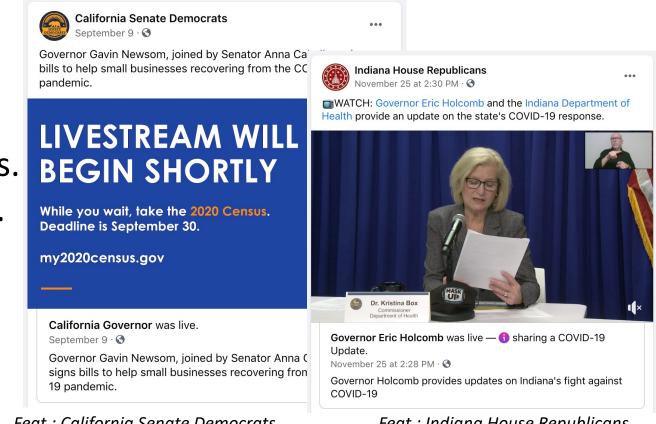
## POLL: HOW DO YOU PLAN YOUR SOCIAL MEDIA?





### FACEBOOK TIPS: CONTENT

- Limit Characters: 80 characters.
- Photos: Up to 4X Engagement.
- Tools: Livestreaming.
- Frequency: Less is More.
- Capacity: Schedule Ahead.

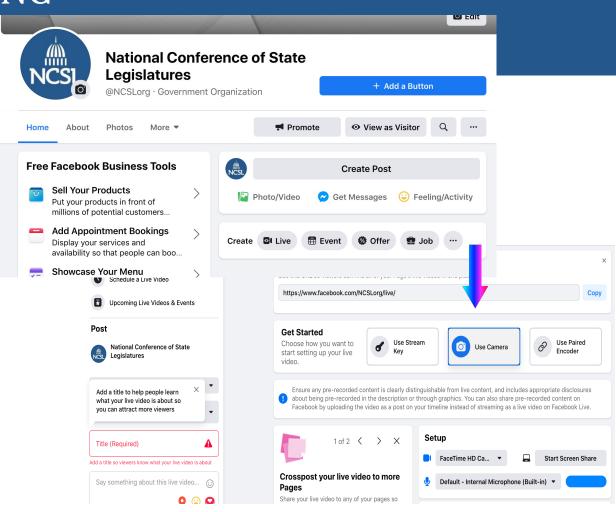


Feat.: California Senate Democrats

Feat.: Indiana House Republicans

### FACEBOOK TOOLS: LIVESTREAMING

- Best For: Public Forum(s), New Resources, Major Updates.
- Where: Your Facebook Page!
- Benefits: Video Events, Cross Posting, Streaming Software.
- Limits: 24 Hour Limit.
- Also Available On: Instagram,
   Tik Tok.





# TRICKS: 3<sup>RD</sup> PARTY BROADCAST(S)

- Other Platforms: Periscope, Zoom, Vimeo.
- Other Free Tools: Restream, Broadcast Me.
- Paid Options: BeLive, StreamYard.



# TIPS: X (TWITTER) CONTENT

- Limit Characters: 240 or Less.
- Photos: 150% Increase in Retweets.
- Frequency: Every 1 2 Hours, Daily including Weekends.
- Capitalize on Partnerships.



Senator Michael Testa @senatortesta · Oct 23

Enjoy. Stay healthy. Even in quarantine, everyone should be able to enjoy #PizzaFriday #PizzaFriyay

They don't call New Jersey the Pizza Capital of the World for nothing! Thank you @SenatorTesta for the delicious pie from Brothers Restaurant in Red Bank.

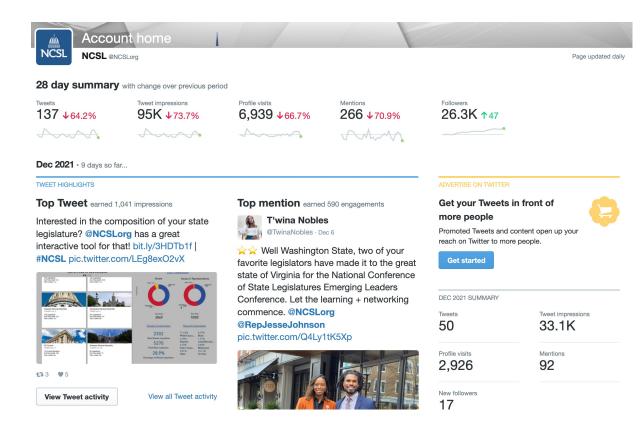


Feat.: Sen. Michael Testa (PA)



# TRICKS: 3<sup>RD</sup> PARTY METRIC(S)

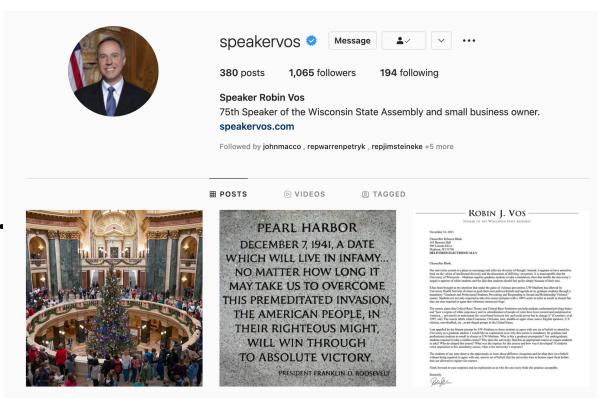
- Best For: Short Term or Monthly Analysis.
- Where: Left Hand Menu.
- Benefits: Graphs, Top Posts, Engagements.
- Limits: 28 Days or Less.
- Also Available On: All Platforms.





### TIPS: INSTAGRAM CONTENT

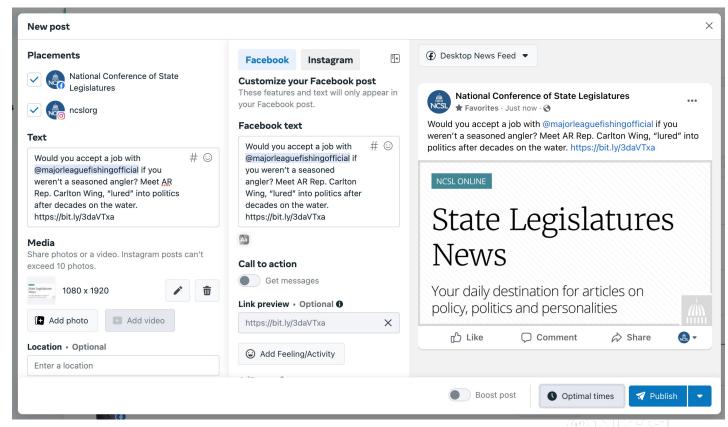
- Bio: Brand, Hashtag, URL.
- Feed Limit: 2,200 Characters.
- Utilize the Story.
- Rethink Hashtags.
- Capitalize on Partnerships.



Feat.: Speaker Robin Vos (WI)

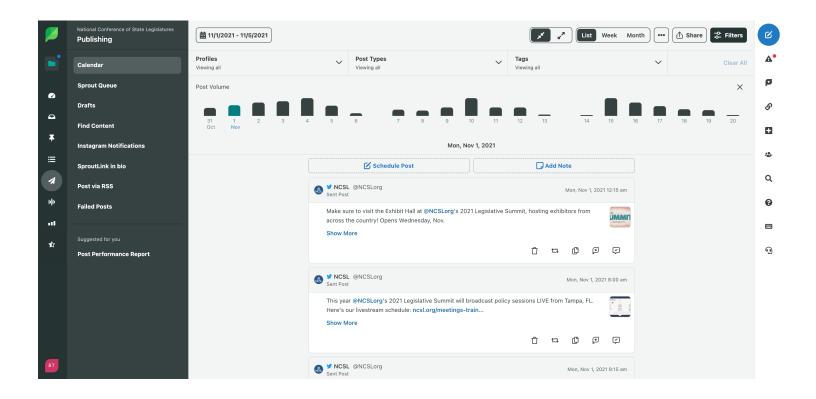
### **INSTAGRAM TOOL: SCHEDULING**

- Best For: Instagram, Stories& Facebook
- Where: Business Suite
- Benefits: Optimal Times
- Limits: 3 Months or Less
- Also Available On: X
   (Twitter), Tik Tok



# TRICKS: 3<sup>RD</sup> PARTY PLATFORM MANAGER(S)

- Best For: 3+ Platforms, Metrics.
- Uses: Analytics, Engagements, Mass Uploads.
- Suggested: Sprout Social, HooteSuite.





### TIPS: LINKEDIN CONTENT

- Limit Characters: 240 or Less.
- Photos: 150% Increase in Retweets.
- Frequency: Every 1 2 Hours,
   Daily including Weekends.
- Capitalize on Partnerships.

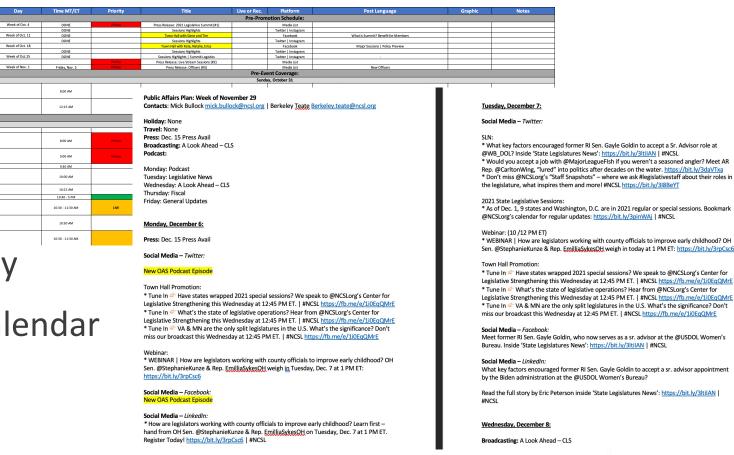


Feat.: Speaker Paul Renner (FL)



### LET'S MAKE A PLAN:

- What Kind of Plans?
  - Special Events
  - > Short-Term: Daily, Weekly
  - ➤ Long-Term: Annual or Calendar



## BEST "OFFLINE" PRACTICES:

- Know Your State's Guidelines
- Utilize Staff & Leadership
- Think Before You Post





### BEST "OFFLINE" PRACTICES: GUIDELINES

- Yes. Many states DO have social media guidelines.
  - Usage Policies
  - > Site Policies or Disclaimers
- Also: Legislative, Executive, Agency & Federal
- Share Practices with NCSL!

#### ▼ Legislative Policies

Legislatures adopt social media policies in order to set ground rules related to site administration, appropriate content (including comments), and employee usage.

#### **Usage Policies**

- Alaska Legislature Social Media Guidelines
- California Senate Social Media Comment Policy
- Hawaii Senate Social Media Policy
- Hawaii Senate Twitter Usage Policy
- Hawaii House of Representatives Social Media Proper Use Policy
- Nebraska Technology Policy
- Texas Legislative Reference Library Social Media Policy
- Utah House of Representatives Social Media Policy
- West Virginia Legislature Social Media Policy (see p. 29)
- Wisconsin Assembly Guidelines Regarding Legislator and Staff Use of State-Supported Websites and Social Media (see p. 13)

#### Site Policies or Disclaimers

- Arizona House of Representatives Caucus Website Policy
- Michigan House Republicans Facebook Page Policies
- New York Senate Terms of Participation
- Utah House of Representatives Social Media Policy
- Utah State Senate (Blog) Policy

https://www.ncsl.org/research/about-state-legislatures/policies-related-

to-legislative-use-social-media.aspx

### BEST "OFFLINE" PRACTICES: GUIDELINES

#### Alaska Legislature Social Media Guidelines

Adopted by Legislative Council, September 29, 2011

These are the official guidelines for the use of social media at the Alaska State Legislature. We expect all who participate in social media on behalf of the Legislature, or a legislative office, to understand and to follow these guidelines. If you are posting on behalf of your Legislator, be sure you are authorized to do so, and make sure that what you post will not embarrass yourself or the office you represent.

#### When Publishing

Emerging platforms for online collaboration are fundamentally changing the way we work, offering new ways to engage with constituents and the world at large. It's a new model for interaction and we believe social computing can help you to build stronger, more successful relationships with coworkers, constituents and the general public.

If you or someone in your office participates in social media, please follow these guiding principles:

- Know and follow the Alaska State Legislature's Computer Acceptable Use Policy, Ethics Policy, and any
  other policies which concern appropriate behavior within the Legislature.
- Respect proprietary information, content and confidentiality.
- Always stop and pause, thinking before posting. Reply to comments in a timely manner, when a response is appropriate.
- Post meaningful, respectful comments—in other words, no spam and no remarks that are off-topic or
  offensive. Do not use inappropriate language.
- When disagreeing with others' opinions, keep it appropriate and polite.
- Stay within your area of expertise and provide unique, individual perspectives on your topic.
- Last, but not least, do not use these sites or programs for personal benefit.
- Usage Policy: Alaska Legislature

Home Leadership · Representatives



Resources v Committees v

### **Social Media Policy**

Policies & Disclaimers for Participants Posts on the Utah House of Representatives Social Media Platforms

The purpose of the official Utah House of Representatives social media platforms and website(s) maintained by the House Majority is to provide information about Utah legislation, government initiatives and how government affects you.

The Utah House of Representatives encourages the public, as well as members of the House, to participate in and contribute content to social media platforms and website. Contributors (hereinafter referred to as "Participants") are encouraged to take advantage of the opportunities to provide input through the various social media platforms and the website(s), and in so doing contribute to a fair and respectful dialogue among the general public and Utah's elected public officials.

To promote open and productive dialogue, and in the spirit of fair and transparent access to the House's social media platforms and website(s), Participants are hereby advised that all postings, including any links to 3rd-party sites, shall be subject to limited monitoring for appropriateness. For purposes herein, appropriateness is defined as postings that are relevant to Utah House official governmental business, responsive to the issue(s) being discussed, and phrased in respectful and appropriate language for the general public.

Site Policy: UT House Platforms



### BEST "OFFLINE" PRACTICES: THINK BEFORE YOU POST

### Don't:

- Feed the Trolls
- Ban or Block Followers
- Post Pictures Without Permission.
- Post Private Conversations.

### Do:

- When In Doubt: Refer to your Chamber & Caucus Leadership
- Check Your Links.
- When In Doubt, Reach Out.
- "Hide" Feature is a 'Trick of the Trade'



### Users sue Gov. Hogan for Facebook censoring Several Facebook users sued Gov. Larry Hogan and two

MARYLAND

Gov. Larry Hogan and two
of his aides in federal court
Tuesday for silencing them on
the governor's official Facebook
page. The blocked Facebook



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Corrects link on previous tweet: CIA director's private email hacked? Person claims to have breached account apne.ws/1ZRga70

2:00 PM - 19 Oct 2015

### AP The Associated Press

#### Hacker claims to have breached CIA director's personal email

WASHINGTON (AP) — An anonymous hacker claims to have breached CIA Director John Brennan's personal email account and has posted documents online, including a list of email addresses purportedly from...

#### View on web









## LET'S WRAP THIS UP!

- Know the Numbers.
- Make a Plan.
- Get Creative & Engaging.
- Know the Policies.
- Build Your 'Best Practices.'





### STAY CONNECTED

- **Learn** about NCSL training
- **Subscribe** to policy newsletters
- **Read State Legislatures magazine**
- **Listen** to an NCSL podcast
- Watch recorded policy webinars and training sessions
- **Attend** a meeting or training
- Follow @NCSLorg on social media





### **Your connection to NCSL:**

Tammy Jo Hill
Project Manager
Health
Connecticut State Liaison



Tammyjo.hill@ncsl.org



### **Mick Bullock**

Director
Public Affairs and Outreach

Mick.Bullock@ncsl.org



**Mick Bullock** Director of Public Affairs

Mick.Bullock@ncsl.org