**Appendix G**

**Work Sample #1**

**Policy Analysis and Development Strategy**

**Sample Cover Page**

Proposers are to submit work samples from completed projects that demonstrate approach and expertise.

**Work Sample #1:** Please provide a work sample detailing a successful advocacy campaign including strategic communications and government affairs tactics that the proposer has developed for a previous project or client and describe the final product as well as the process utilized to achieve lasting policy change.

Use this cover page to provide a brief description; submit one cover page per work sample; maximum of six (6) pages per work sample not including the cover page. Excerpts are permissible.

|  |  |
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| **Title of work sample:** |  |
| Brief description of the work sample, including project background, what the sample is (slides, memo, etc.), work sample original purpose and audience, why this sample was selected and how the approach taken for said work sample may inform this project. |  |
| Identify project team member(s), if any, involved in the creation of the work sample by:1) Full Name; 2) Role in the creation of the work sample. |  |

**Work Sample #2**

**Government Affairs Strategy**

**Work Sample Cover Page**

Proposers are to submit a work sample from completed projects that demonstrate approach and expertise.

**Work Sample #2:** Please provide a work sample detailing the creation of government affairs strategy and implementation plan that the proposer has developed for a previous project or client and describe the final product as well as the process utilized to achieve lasting relationships. First 5 LA defines a government affairs strategy as strategies and tactics to establish and sustain transformational relationships through education and engagement activities to empower legislative and administrative policymakers to action on specific policy priorities.

Use this cover page to provide a brief description; submit one cover page per work sample; maximum of six (6) pages per work sample not including the cover page. Excerpts are permissible.

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| **Title of work sample:** |  |
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