

Building a Blueprint for Government Gifting

1. How Does My Business Interact With The Government?

- A. Does My Business Seek to Build Relationships With Government Persons?
 - To obtain or retain business?
 - To influence policy?
 - To support political candidates or political causes?
- B. How Does My Business Interact With Regulators?
 - To influence policy?
 - To obtain licenses, certifications? Visas?
 - To pay taxes?
 - To respond to government requests like audits, subpoenas, etc?
- C. Does My Employees and Leadership Team Interact Socially or Politically With Government Persons?
 - Do they have personal relationships with government persons?
 - Do they make political contributions to those seeking office?
 - Do they hold a political position themselves?
- E. Does My Business Have Government Contracts?

NEXT Given how my business and employees interact with the government...

2. What Types of Laws/Regulations Apply to My Business?

- Bribery Laws: Prohibit exchanging something of value for government action or inaction
- Gifts/Meals/Entertainment/Favors Laws: May prohibit, restrict or require disclosure
- Campaign Finance Laws: May prohibit, limit or require disclosure of financial and in-kind contributions
- Lobbying Laws: May limit, restrict or require disclosure of lobbying and business development activities
- Conflicts of Interest Laws: May restrict or require disclosure of personal, professional, financial relationships with government officials
- Procurement Laws: Define process for soliciting work and for awarding contracts to include at times regulating conflicts of interest, meals, gifts, campaign contributions
- Recruiting & Hiring: May restrict recruiting and hiring efforts

NEXT What processes does my business already have in place that manage my business' interaction with government persons?

3. What Processes Are In Place To....

- Build relationships with government persons
- Engage in business development with governments
- Respond to requests for proposals or otherwise seek government business
- Lobby/influence policy
- Support a candidate or a political cause
- Respond to government regulatory or investigative requests
- Access talent from government
- Manage conflicts of interest – both organizational and personal
- Comply with government contract requirements



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