

# 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** 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

**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



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