

# ABC'S OF LOBBYING

## DEFINING COMMON LOBBYING TERMS

### CLIENT

An individual OR organization that retains, employs or designates a person/organization to lobby; and includes both Contractual Clients and Beneficial Clients.

#### Beneficial Clients

The specific individual/organization on whose behalf and at whose request lobbying activity is conducted. If you lobby on your own behalf, you are your own Beneficial Client. A Beneficial Client may also be the Contractual Client.

#### Contractual Clients

An individual OR organization that retains the services of a lobbyist for the benefit of itself or another. A Contractual Client is the individual/organization that signs and/or enters into a lobbying agreement with a lobbyist. Compensation and expenses are typically, but not necessarily, paid for or incurred by the Contractual Client. The Contractual Client may also be the Beneficial Client.

[More information on lobbying definitions is available on the Commission's website.](#)