

INTRODUCTION

We are fortunate to live in a democracy, with government *by* the people. We are, therefore, a *participating* democracy, and we must participate to ensure the future of business aviation in Michigan.

THE SIGNIFICANCE OF TERM LIMITS

Effective January 1, 1993, Michigan became a term limit state, thus limiting State Representatives to three two-year terms and State Senators to two four-year terms. Although 18 other states also voted in term limits in the nineties, none are shorter than Michigan's. As a direct result of term limits, there is a continuous rapid turnover in the state legislature. The majority of our lawmakers have far less experience in dealing with our issues compared to those who served before term limits. House members must work harder to prepare for their roles as leaders at the start of only their second term. Another reality of term limits is that we must also work much harder to deliver business aviation's message to legislators. Every year we face a major effort to build new relationships between legislators and business associates.

The only way to keep up with these sweeping changes is to take our political action program to the next level. We can no longer afford to be comfortable with an occasional political contribution check. We must all learn how to develop personal relationships with our senators and our representatives in order to protect the future of aviation in Michigan. Because of term limits, today's legislative clock runs much faster. Now is the time for each of us to get serious politically, keeping in mind that lobbying and relationship building is a **process, not an event**. It takes commitment of time and effort to be successful.

Before you decide that it is too difficult or too time consuming to become more politically active, please carefully consider these two questions:

If not you - who?

If not now - when?