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Lobbying firm cuts to the chase, calls itself 'HillStaffer'

BY TIMOTHY P. CARNEY (HTTP://WASHINGTONEXAMINER.COM/AUTHOR/TIMOTHY-P.-CARNEY) | JULY 10, 2013 AT 11:30 AM



(Thinkstock Image)

Your typical K Street lobbying firm has subtle ways of explaining how it works. The firm might tout its lobbyists' "expertise in the public and private sector," or its "powerful networks."

But this isn't your typical K Street firm. For one thing, it doesn't charge five-figure monthly retainers. Secondly, it doesn't keep most of its lobbyists on staff, but uses them as contractors. Finally, it doesn't do subtlety.

HillStaffer is the name of the firm. And that tells you how it works:



Based on the initial consultation and subsequent discussions, we identify a former Capitol Hill staffer or federal agency official with exactly the right knowledge, background and experience to meet the client's particular government relations needs.

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It's interesting innovation on K Street. It's also interestingly direct.

It also further exacerbates the problem of the revolving door: If you're a current Capitol Hill staffer, the existence of this firm makes it even more explicit that you are a future lobbyist. What sort of incentives does this create?