

## JAN RAMQUIST

*Job Title:* Lobbyist

*Age:* 45

*Education:* California State University, Sacramento

*Reared:* Sacramento

*Family:* Three children

*How she fared in 1992:* Picked up an additional client because other clients were cutting back and her business costs were rising.

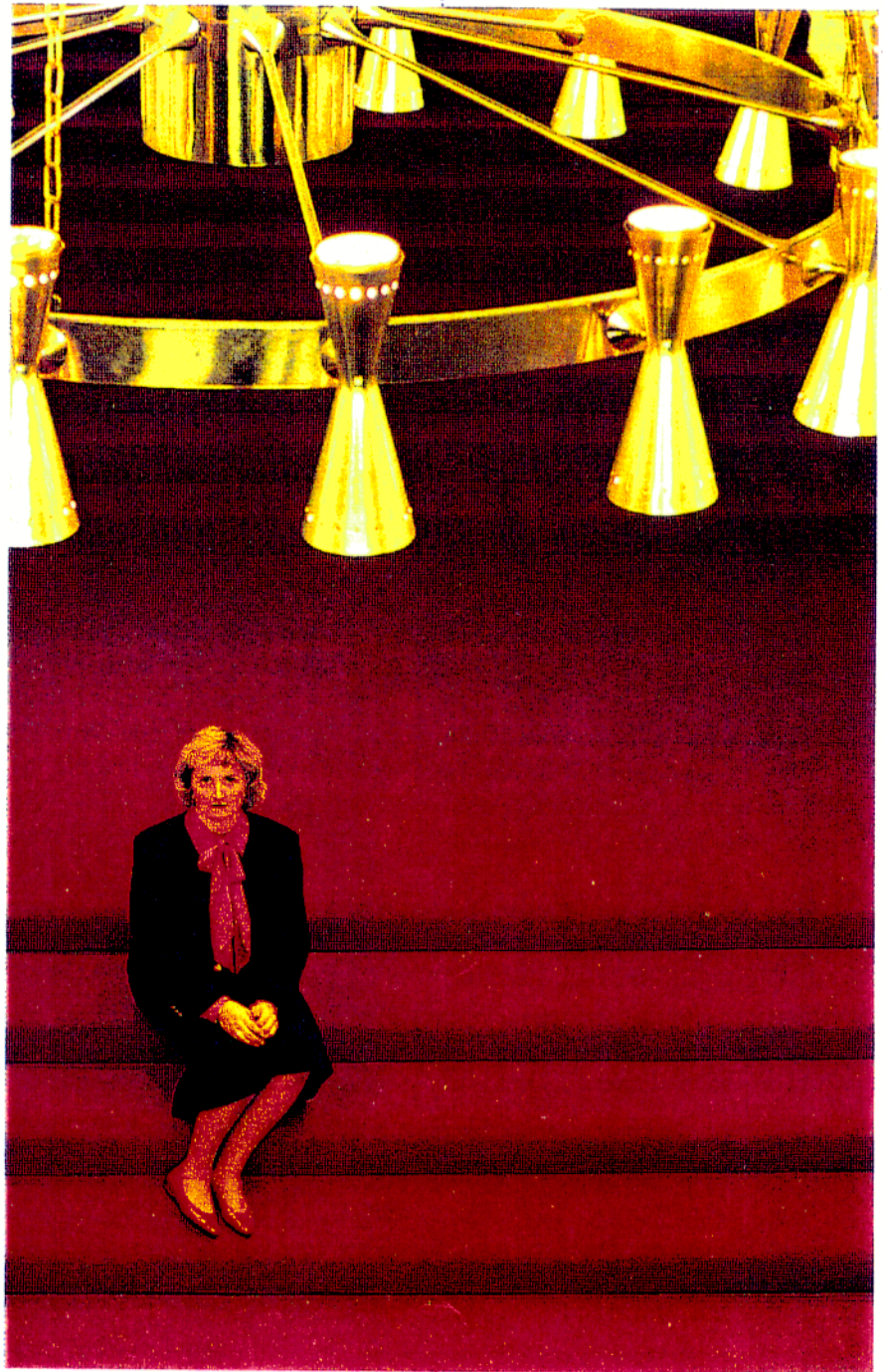
### ALEIGH —

Overall, it was a pretty good year for legislative lobbyist Jan

Ramquist. Some of her clients, non-profit agencies cutting expenses, couldn't use her services as much. But Ramquist also won recognition from her fellow lobbyists for her effectiveness.

Ramquist, who works from a modest home office and lobbies mostly for non-profit agencies, picked up another client in 1992: Carolinians for Health Care Access. She took them on as a client in part because she believes in their cause—providing citizens with alternative health care—and in part because she wasn't able to raise fees despite the escalating costs of lobbying: travel, faxes, computer paper and health insurance. "I work mostly for non-profits; they are impacted by the recession in terms of raising money or raising dues," she says. "With the bad economy I haven't been able to raise my fees, and a couple of clients cut back on what they were able to afford." The addition of the health-care client brought Ramquist's client list to six.

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She isn't sitting on her success. Ramquist, who has lobbied for the tobacco industry and video game owners, is trying to add business clients to her list. "I would like to grow a little faster," she says. "...All the clients I represent, I believe in what their goals are. I feel they're having a positive effect on the people of North Carolina."

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