

HOW TO USE THE CANVASSING KIT

MATERIALS:

The canvassing kit should include:

1. Canvassing instructions
2. Biographies of the candidates
3. Uncommitted information
4. A map of the canvassing area

GENERAL INFORMATION:

1. Familiarize yourself with all the material in this kit.
2. Remember our goal---to elect Uncommitteds to the National Convention. The politeness and appearance of the canvasser will be remembered long after the canvasser has left. Be low-key and NOT argumentative.
3. Make certain that all material is returned to Rebecca Sims, 6426 Country Club, 923 6372 or your area coordinator.
4. After a long day of canvassing, it is sometimes difficult to avoid being mechanical. Please try to be enthusiastic and interested in the respondent's views.

DON'T BE DISCOURAGED BY NEGATIVE RESPONSES

CANVASSING INSTRUCTIONS

1. There are three general purposes to this canvass: to present voters with some information about the Uncommitted Slate in our Senatorial District, to leave the respondent with a favorable image of our candidates, and to identify voters who are favorable or neutral toward the Uncommitted Slate.
2. You will be far more effective if you are well informed. Read all the material in the canvassing kit carefully. If you have any questions, we will answer them as best we can.
3. Please be enthusiastic and sincere about your candidates, it is very important that you seem interested in your respondent's view. YOU MUST BE A GOOD LISTENER.
4. Plan your approach so that it seems natural. Put your strongest points first when talking to someone not involved or someone who has not made a decision.
5. Please do not put the person on the defensive, or even encourage or force a public defense of any position against you.