COMMON QUESTIONS

Below are some common questions and answers to help you overcome objections on the doors and provide information to voters. Remember, we're not there to force them to sign, we're here to give them the opportunity to participate in local politics. Provide them accurate, honest information and ask for their signature.

EXAMPLE PITCH ONE
EXAMPLE PITCH TWO

"WHY ARE THEY COLLECTING SIGNATURES IN ORDER TO RUN FOR OFFICE?"

- ANSWER: "Collecting the required number of signatures is an established method, since 2014, for candidates to secure a place on the primary election ballot, providing an alternative route alongside the Caucus and Convention system."
- TECHNICAL DETAILS: SB-54 was passed in 2014 and allowed candidates to collect signatures - similar to dozens of other states. Many candidates will gather signatures *AND* go to Convention, this gives them more exposure and name recognition. Signatures are used by many as the backup to the Caucus system in case they don't qualify for the ballot through the Caucus system.
- Video Explanation: HERE

"WHAT HAPPENS WITH CAUCUS AND CONVENTION? DO THEY STILL GO?"

- ANSWER: Most, if not all, of the candidates that we work with will still go to the Convention for name recognition and publicity. Gathering signatures guarantees they're able to run for office even if they don't qualify for the primary election via Caucus and Convention.

"WHY AM I SIGNING FOR MULTIPLE PEOPLE AT ONCE?"

- ANSWER: "Each of these people are running for a different position within the government, but with how the maps are drawn, the areas they represent overlap."
- Then you should continue with, "I have candidate A who is running for [POSITION], Candidate B, who is running for [POSITION], and Candidate C who is running for [POSITION]. I just need some quick information on each packet and I'll leave you to enjoy your evening."

"I DON'T RECOGNIZE ANY OF THESE NAMES? WHO ARE THESE PEOPLE? WHAT ARE THEIR POLICIES?"

- ANSWER: "That's a very common question. Many local politicians don't have the name recognition that Bush or Obama do. These are people from the community trying to run for office. Signing today doesn't mean you will vote for them or support them, it just means that you're OK if they run a campaign and get their name on the ballot. Come this fall, they'll present all their ideas/policies and you'll be able to vote for your favorite. I'm here to get more people on the ballot so we have the best policies and ideas to choose from this November.
- TECHNICAL DETAILS: Many people say this, but they're really trying to push one level deep to see if you know your stuff and are someone they can trust. I like to

focus on the fact that without these people qualifying for the ballot and being able to run - *you'll never know their policies*. We want to get as many people on the primary ballot so they can present and debate ideas, and give UT more options. This gives us the ability to find candidates who more closely resonate with our personal beliefs. "If we don't get these signatures and get them on the ballot, you'll likely never hear their policies or ideas. This is the FIRST STEP in qualifying them to run."

DO YOU NEED A LICENSE TO KNOCK DOORS FOR PETITIONS?

- ANSWER: This usually comes up a few times each season. The right to petition is outlined in the first amendment, meaning, we don't need any additional licensing or certification from the state. Prop 4 was slightly different due to legislation within the movement to repeal it, but candidate petitions are allowed via the US Constitution.
- TECHNICAL DETAILS: Occasionally someone will get upset you knocked on their door and believe what you do qualifies as soliciting. Although, they are very wrong, if you can't deescalate the situation quickly by explaining what you do, just wish them a good evening and move along. It's not worth the time to argue with them.

"DO YOU GET PAID TO DO THIS?"

- ANSWER: Yes.
- Give them the honest answer that you are paid. You are not obligated to tell them any more than that but I like to crack a joke like, "We're paid - do you want to work with us?" or "We're paid - are you looking for a side gig?"

WHAT IF I KNOCK AND THE PERSON ON THE APP DOESN'T LIVE THERE ANYMORE?

- ANSWER: This will happen from time to time, and is not a big deal at all. Briefly explain what you're there for and then ask if they're a registered Republican voter and would like to sign. If yes, and after they sign, ask if there is anyone else in the house who would also like to sign.

PRO TIPS

- Always ask if there are more registered voters in the house who would like to sign. You'll be surprised at the +2 or +3 more signers per hour you find doing this. Even if they are not in the app, if they say they are registered Republican and want to sign, let them.
- As you finish your pitch, offer them the packets and pen. Once they take them from you, grab the top packet and hold it out of the way for them so they can more easily sign the additional packets