

## BREAKING THROUGH BARRIERS - HELPING FOLKS MOVE THROUGH FEAR, APATHY, AND CONFLICT

Affirm and sympathize, followed by curious questions and story sharing

BARRIER	SAMPLE QUESTIONS TO GET FOLKS TALKING
<b>I'M DOING FINE, WE'RE DOING FINE</b>	AFFIRM - I'm glad to hear things are going well for you! <ul style="list-style-type: none"> <li>● <b>What is going well?</b> (let them respond then ask...) <b>Do you think that will continue to be the case</b> (with the way cost of living, healthcare, and immigration issues are going)?</li> <li>● <b>How have things changed</b> for you/your family/your community since Trump took office?</li> <li>● <b>Who else</b> in your community or in your family are you concerned about?</li> </ul>
<b>I'M NOT POLITICAL, I DON'T VOTE OR EVEN PAY ATTENTION TO POLITICS</b>	AFFIRM - I've heard that from other folks as well. I'm really just interested to hear... <ul style="list-style-type: none"> <li>● <b>How have things changed</b> for you/your family/your community since Trump took office?</li> <li>● <b>How have you been impacted by the prices</b> on everything from healthcare to gas and food going up?</li> <li>● <b>What would you like our congressional members to be doing</b> for you and your family right now?</li> </ul>
<b>I DON'T HAVE TIME TO TALK</b>	AFFIRM - I understand, I'll give you the short version or I understand, I'm really just interested to hear... <ul style="list-style-type: none"> <li>● <b>What issues are on your mind that are impacting or concerning you &amp; your family?</b></li> <li>● <b>How have you been impacted by the prices</b> on everything from healthcare to gas and food going up?</li> </ul>
<b>DEMOCRATS, REPUBLICANS - NONE OF THEM DO ANYTHING TO HELP ME</b>	AFFIRM - I can understand why you feel that way <ul style="list-style-type: none"> <li>● <b>What kind of things would you like your elected officials to do?</b></li> <li>● <b>What issues are impacting you</b> that you want your elected officials to do something about?</li> </ul>
<b>SHORT ANSWERS - HEALTHCARE, PRICES, EVERYTHING IS A MESS</b>	AFFIRM - Thanks for sharing that <ul style="list-style-type: none"> <li>● <b>Can you tell me more</b> about what you're going through?</li> <li>● <b>What has been your biggest challenge</b> in this situation?</li> <li>● <b>How is that impacting you</b> (your family, neighbor, co-worker)?</li> </ul>
<b>MY VOTE DOESN'T COUNT</b>	AFFIRM - I've heard that from other folks too <ul style="list-style-type: none"> <li>● <b>How have things changed</b> for you/your family/your community since Trump took office?</li> <li>● <b>What would make you feel like your vote counts?</b></li> </ul>
<b>GENERAL BARRIER BREAKERS</b>	<ul style="list-style-type: none"> <li>● I've been <b>hearing from other people that they've been impacted by</b> [xyz issues]. How does that show up for your family?</li> <li>● Do you know anyone who has had trouble paying for groceries or healthcare?</li> <li>● Do you know anyone who has been affected by the immigration raids?</li> </ul>

**If you can't get folks to open up with the questions- try sharing your story - sometimes that will get people talking**

## DEEP CANVASSING - STORY PRACTICE

*Facts, Opinions and Arguing Don't Persuade People - Sharing Our Lived Experience Does!*

Thank you wonderful volunteers for joining us again. Deep Canvassing is new to many of us so we want to practice the main techniques so we get better.

**Today we want everyone to practice sharing your story with EVERY voter you talk with!**

- Your story can be about you, a family member, friend or neighbor.
- Give details, names, ages, how you or others are specifically impacted
- Stay away from political statements or opinions - we're using stories to connect with people's hearts
- Practice your story with your partner as you head to turf.
- If a voter shares their story - Share yours!
- If the voter won't open up on the issue ask - Share your story - it may get them to open up!



Dear Canvasser, here are some **GOOD CANVASSING TIPS:**

- Check for dogs
- Do not put literature in mailboxes (if we have lit). It is illegal.
- Don't go inside people's homes
- Knock loudly and give it a minute – call out the person's name, especially if you can hear someone inside – it doesn't do us any good to knock and run away – we want to have face to face conversations with people
- We are not soliciting or selling anything – you have a protected political speech right to knock and talk with voters – if you're comfortable, go ahead and knock
- Any problems? Call one of the organizers or Trainer

**IF YOU HAVE QUESTIONS WHILE CANVASSING CALL:**

**Erik Garcia: 209-204-9239**