

SAMPLE SCRIPT FOR NON-VOTING (COLD) DEMOCRATS - Canvassing or Calling

- **SMILE!**
- **Don't read the script.** Use it as a guide.
- **Listen** to what the voter is saying and respond.
- **If calling**, encourage them to go to SarasotaVotes.com to sign up for VBM.
- **If canvassing**, bring Vote By Mail Request forms with you.
- **.For training on canvassing or calling** go to www.ResistanceSchool.com. Sign up, then look for the courses, "How to Knock on Doors: Persuasion Canvass" and "Phonebank: Persuasion and GOTV."
- **REMEMBER TO SMILE!**

Script	Notes/Examples
SMILE! Hello. My name is _____(first name). I'm a Democratic Volunteer here in our neighborhood. Is _____ home? I'm calling you because you're a registered Democrat.	
I'm sure you know that we have a very important election coming up this year. Are you planning to vote in November?	
What issues are most important to you?	Environment, Healthcare, Development in the county, minimum wage, public education, criminal justice reform, etc.
As someone who <u>(fill in the issue)</u> -OR- I'd love to talk to you about the Democratic Party's position on that issue.	Share our values and connect with the voter's values. Environment example: "As someone who enjoys being out in nature, I'm concerned about how we're taking care of our environment." Healthcare Example: "As someone who recently had to have a medical procedure, I know how important it is to have good medical insurance and I feel healthcare is a right." Connect them to the appropriate Democratic Caucus. -OR- Talk about the issue if you can. Otherwise, research it and get back to them. Listen, and ask about their concerns. Write them down.
We know that the election in 2020 is going to be really close. Are there ways we can help you commit to voting?	- Would you like to sign up for Voting by Mail? It's the safest and easiest way to vote and make sure it counts. (Provide VBM form if canvassing; Online at SarasotaVotes.com.) - Will you need information about the candidates & issues - Do you need information about your polling place Early Voting. - Do you need help getting a photo ID or updating your signature? - Do you need a ride to the polls?
Is there anything else I can help you with that would make it likely that you'll vote in November?	
Thanks so much for talking with me. I will follow-up with _____(if appropriate).	If they show interest, ask if they'd like to volunteer to make calls or canvass.