

# **CA-27 Information Library Christy Smith**



In 2018, a major wave of Democratic energy flipped what used to be CA-25 blue. However, in 2020, we lost this district by just 333 votes. This district will be one of the hottest toss-up races and a top flip opportunity this November.

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## PHONE BANK OPPORTUNITY

Phone banking hours: 11am-8pm PT/2pm-11pm ET

PDI/BlueVote English Persuasion: Click Here to Phone Bank Now Click Here to View the Script

#### **RESOURCES FOR ACTION/CONTENTS**

Candidate Primer: Christy Smith
CA-27 District Primer
Talking Points on Republican Opponent
Election Process FAQs
Phone Banking Tips

#### **QUESTIONS**

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## **Candidate Primer: Christy Smith**

## Christy Smith is a Democratic candidate running to flip California's 27th Congressional District.

## **BACKGROUND**

- Christy Smith is a 40-year resident of the City of Santa Clarita in the congressional district she is running to serve. In 2020, Smith ran against Republican Congressmember Mike Garcia and earned 36,000 more votes than any other Democrat in our district's history and came within 333 votes of winning in one of the closest congressional races in the nation.
- As a distinguished state legislator, Smith authored nine bills focusing on education reform, homeowner protections, college affordability and good governance, which were signed into law by Governor Gavin Newsom. This legislative package also included a landmark measure, now law, that removes barriers for survivors of human trafficking to access victims' compensation. In addition, Smith helped shepherd historic investments in emergency management and also secured \$700,000 for the Free Clinic of Simi Valley, \$450,000 for the Santa Clarita Valley Senior Center and \$1,397,000 for College of the Canyons.
- Prior to the State Assembly, Smith formerly served two terms as a Governing Board Member of the highly successful Newhall School District. She also chaired the successful Measure E Prop 39 bond campaign for the Newhall District, which has provided \$60 million in resources for facility and technology upgrades.

## **CHRISTY SMITH ON THE ISSUES**

## "Tell me a little bit about her" / Supporting Dem Opponent

- Christy is the only candidate in this race who grew up and has lived in the district. Christy is an
  education advocate, non-profit founder, and mom with the grit and determination to deliver for our
  community in Congress.
- She has served our community on the school board, in the state legislature, and on a state commission. The experiences she has lived through have formed who she is, and she understands what folks are going through. She is the right person to solve the problems we are facing right now.

## "Christy already lost, why should I support her again?"

- Christy lost in 2020 by a mere 333 votes. It was the third closest election in the country. In 2020, the district was far less competitive and we were unable to have door to door conversations because we value the safety of our community and volunteers.
- Due to redistricting, CA-27 is now far more Democratic. Christy is endorsed by the California Democratic Party and is the best prepared to defeat Mike Garcia. She is trusted, vetted, and prepared to lead.

## **Christy is Pro-Choice**

- Christy is pro-choice and one of the millions of women in this country that has been faced with the
  very difficult decison to choose to carry a high risk pregnancy to term. She believes that Congress
  must act to make the pro-choice protections in Roe V Wade apply to everyone by law in every
  state.
- She is running against Mike Garcia who signed the amicus brief to the Supreme Court asking them
  to overturn Roe, he is the second highest recipient of anti-chioice campaign contributions in the
  House. He believes there should be no exception for rape nor incest and has signed on to a bill
  that will be the foundation for a national ban on abortion when the court overturns Roe. Over 70%
  of this community believes Roe should be upheld. Mike Garcia is extreme and out of touch on this
  issue.

## "Christy wants to Defund the police"

Christy supports law enforcement, smart policing, and wants to keep our communities safe. She
also knows that we need more accountability in law enforcement to protect the rights of everyone.
 She will fight to pass the George Floyd justice in policing act in congress and will work to hold
officers accountable when they use excessive force.

#### **Education**

Christy's mom used her education to create a better and safer life for her kids. That's why Christy
has been a life-long education advocate, putting a better life in reach for others. From her work at
the United States Department of Education to her time as a PTA mom, her service on the Newhall
School Board, and in the state assembly, Christy has improved our schools by getting millions
invested in our classrooms. There's a reason why our teachers stand with Christy!

#### Masks/Vaccines

Christy trusts scientists
 – Vaccines and masks provide the best protection against COVID-19 and
 we must continue to look to public health officials for guidance.

## Gas prices

• Due to our quick economic rebound, Putin's war, and corporate greed, we are seeing gas prices that are hurting our community. Christy will work to lower the burden on middle and working class families in congress, by keeping gas producers accountable.

#### Ukraine

 Vladamir Putin's war is a clear violation of international law and evidence of the dangers of his authoritarian control of Russia. Christy supports democracy and stands with the people of Ukraine while supporting a diplomatic solution.

#### **Health care**

Christy felt the cost of our health care system firsthand when her mom died too young, unable to
afford her diabetes medication and too proud to tell her family about it. Christy understands what
we're going through — she's been through it too. Christy won't take a dime from Big Pharma or

insurance companies and she will work with anyone to make health care and prescription drugs more affordable.

#### **Veterans**

- Christy comes from a long line of veterans she was even born on a military base herself. Christy
  has worked at the State level to make it easier for veterans to start small businesses and she will
  continue that advocacy in Congress.
- Christy has the utmost respect for the men and women who laid everything on the line for our country and is ready to get to work fixing the VA and ensuring our vets get the care and benefits they've earned.

#### **Taxes**

Christy supports tax cuts for the middle class and small businesses. That's why she stood up for us
and broke with her own party in Sacramento when politicians tried to raise our taxes! Christy will
fight to overturn the tax hike on middle-class California families passed in 2017, and instead
advocate for real tax reform that makes wealthy corporations pay their fair share.

## **Getting Big Money Out of Politics**

- Christy knows that if we are going to make progress on our country's biggest issues, we need leaders who are beholden to their constituents — not billionaires, corporations, and special interests.
- Unlike Rep Mike Garcia, who dove right into the swamp and has taken thousands of dollars from big pharma and oil & gas companies, Christy will only be accountable to us, not special interests and federal lobbyists.

#### **Immigration**

- Christy believes that our immigration system is broken and that we need to increase border security to protect against criminal activity while also creating a path to citizenship for law-abiding residents who live here and contribute to our community here.
- Christy supports our DREAMers and will always stand against policies that separate children from their families.

#### **Environment**

- We're all living through fire season here in California and we know the impact of climate change on our outdoor spaces and environment.
- Looking at climate change through an economic lens, we can create good, middle class, green energy jobs right here at home because our community is primed for it with investments in renewable energy tech. Christy will fight for our planet and our future in Congress.

#### Job Creation + the Economy

Christy grew up knowing that one missed paycheck could be it for her family. There were nights
her and her brothers ate, but her mom did not. She knows the importance of securing our local
economy and creating good jobs here at home that will pay the mortgage.

• Christy also wants to help people build small businesses in our community and make colleges and trade schools more affordable. Christy knows what too many Californians are going through right now in the wake of COVID-19, and she will work with anyone to fix it.

#### Seniors

During college, Christy worked part-time at an assisted living facility and saw the need for
everyone to be able to age with dignity and respect. Unlike Rep. Mike Garcia, Christy believes in
protecting the earned benefits our Seniors have paid into their whole lives — she will always fight
to defend Social Security and Medicare against those who seek to gut them. She has already
secured hundreds of thousands of dollars for local Senior Centers and will continue that work in
Congress.

## **Social Security + Medicare**

 Unlike Rep. Mike Garcia, Christy believes in protecting the earned benefits our Seniors have paid into their whole lives — she will always defend Social Security and Medicare against those who seek to gut them. She even has the endorsement of the National Committee to Protect Social Security and Medicare!

## **Concerns About Public Safety**

- Christy believes our firefighters, paramedics, law enforcement officers, and all emergency responders are heroes who are working to keep us safe.
- In Congress, she will work on reforms to provide increased mental health support and job training as well as investing more in public safety so we can continue to reduce emergency response times and improve neighborhood security.

## Standing up for Racial Justice

- Christy believes that we must do all we can to address the realities of systemic racism. She will
  always advocate from a place of allyship, listening to the voices of Black, leaders in our community
  to build and push thoughtful policy.
- She condemns politically motivated attacks on all communities, including, Black, Latino and AAPI.
   She is driven to pursue greater systems of racial justice and equity as America is the most diverse she has ever been. Christy believes everyone deserves equity, and justice.

## **COVID-19 Response**

- Throughout this pandemic, Christy has been out in the community, collecting and delivering food, protective gear, and assisting with unemployment needs.
- Now more than ever, we need a representative who understands what it's like to struggle growing up, Christy faced housing and food insecurity, and in Congress, she'll advocate for families in our community to get us out of this crisis, as fast and safely as possible.

**VIEW CHRISTY SMITH'S FULL ISSUES PAGE HERE** 

## **RESPONSES TO REPUBLICAN ATTACKS**

#### AB 5

Christy's opponent constantly uses Christy's support of AB5 to claim she is killing jobs. But when I looked into it I found that AB5 actually protects workers by preventing businesses from misclassifying workers in an attempt to deny them the benefits and protections afforded to an employee. Christy's support means she is protecting hard working families in our community from being exploited.

## "Christy is just another establishment Democrat"

Christy Smith hates the petty political games in Washington and unlike her primary opponents, she
is a lifelong member of this community. Christy has an extensive history of fighting for middle and
working class families and is best prepared to take on DC corruption and defeat Mike Garcia in
November.

## "Christy fired teachers"

I felt upset when I saw that attack too, but when I looked into it I found that when California was hit
by the Recession, the state tried to cut budgets and slash teachers, but Christy fought to save
those jobs and all the teachers kept their jobs come Fall. Mike Garcia is purposefully spinning the
truth, but they're just lies. There's a reason why classroom teachers are standing with Christy in
this fight. Newhall Teachers Letter of Support

## "Christy wants to raise taxes"

- I understand your concern! Taxes are high and I felt so much better when I looked into it and found that Christy actually supports tax cuts for the middle class and small businesses. She stood up for us and stood up to her own party in Sacramento when politicians tried to raise our taxes.
- Christy will fight to overturn the tax hike on middle-class California families passed in 2017, and instead advocate for real tax reform that makes wealthy corporations pay their fair share.

## "Christy doesn't support our military"

 Christy comes from a long line of veterans — her dad was in the Army and she was even born on an Army base herself. She has the utmost respect for the women and men who laid everything on the line for our country. That's why she has spent her career advocating for veterans and our military officials and why she will continue that advocacy in Congress.

## "Christy doesn't support charter schools/Christy gutted charter schools"

- Thanks for bringing that up! One of the biggest reasons I'm supporting Christy is that she believes all kids should have the same access to opportunity, no matter what school they go to public, charter, or private.
- I looked into this issue and found that Christy has only worked to ensure that charter schools are held to the same transparency and accountability standards as our local public schools. She's making sure our tax dollars are protected by these standards!

## "Christy voted to give herself a raise"

- Thank you for bringing this up! The ads being run against Christy upset me because so many
  people are struggling right now. I looked into it myself and found that Christy has actually turned
  down two separate raises while in the Assembly AND elected to take a 10 percent paycut after she
  heard state workers were going to get one.
- In 2014, the Newhall School Board got a \$13 raise, but this was years AFTER she saved our teachers' jobs during the recession.

## "What happened with Katie Hill was unacceptable and/or painful"

- Our district has been through a painful few years, but without our collective efforts, it will continue
  to get even worse. The 2018 midterms were never about just one person that's not what
  movements are built around. In his time in office, Mike Garcia has voted against our communities
  at every possible opportunity and even voted to undermine our democracy. We deserve better.
- We invite you to get to know the Christy that we know and love, someone who understands the struggles of our community because she has lived them, bridges partisan divides to accomplish hard tasks, and has more grit than just about anyone.



## Mike Garcia on the Issues

For details on his stances, please view the talking points below.

Issue / Legislation	Stance
Supports gun violence prevention legislation?	AGAINST
Overturning 2020 Election Results	SUPPORT
Reproductive Rights/Abortion Access	OPPOSE
Raising the federal minimum wage	OPPOSE
Takes money from the NRA?	YES
Protecting Voting Rights	OPPOSE
Affordable Healthcare	OPPOSE

## Mike Garcia is AGAINST Gun Violence Prevention

- Mike Garcia got a 92% (an A) rating by Gun Owners of America
- Mike Garcia got a 92% (and A) by National Shootings Sports Foundation
- Mike Garcia got a 92% (an A) by the NRA
- Mike Garcia received \$12,000 in 2020 from pro-gun and anti-gun violence prevention groups
- Mike Garcia's Voting Record
  - Garcia voted against Background Check Expansion Act
  - Garcia voted against Bipartisan Background Checks Act of 2021
  - Garcia Voted against on Violence Against Women Act
  - Garcia Voted against on Protect Our Kids Act

## Mike Garcia is **AGAINST** Reproductive Rights

- Mike Garcia got a 92% on the Susan B Anthony list- Pro-Life Score Card
- Mike Garcia received the 3rd highest of amount of money of House candidates from anti-abortion Groups (\$31,566)
- Mike Garcia's Voting Record
  - Garcia voted against the Women's Health Protection Act to protect abortion rights
  - Garcia voted against the Family Violence Prevention and Services Improvement Act of 2021

#### Mike Garcia's Advocated for

- The Life at Conception Act- This bill declares that the right to life guaranteed by the Constitution is vested in each human being at all stages of life, including the moment of fertilization, cloning, or other moment at which an individual comes into being.
- No Taxpayer Funding for Abortion and Abortion Insurance Full Disclosure Act of 2021- Specifically, the bill prohibits the use of federal funds for abortions or for health coverage that includes abortions. Such restrictions extend to the use of funds in the budget of the District of Columbia. Additionally, abortions may not be provided in a federal health care facility or by a federal employee.
- Co-signed the Amicus Brief asking the Court to overturn Roe.

## Mike Garcia Supports the Big Lie

- Garcia voted against the Protecting Our Democracy Act.
- Garcia met with Stop the Steal rioters on January 6, 2021.
- Garcia objected to the electoral college voted on January 6, 2021.

## Mike Garcia is AGAINST the Affordable Care Act

- Garcia campaigned on fully repealing the Affordable Care Act, saying it needs to get "off the books".
- Garcia has called for cutting Medicare and Medicaid, saying he was "not a big fan of Medicaid" and that he only supports Medicare "at certain levels."
- Garcia voted against the Affordable Insulin Now Act.

## Mike Garcia is AGAINST LGBTQ+ Rights

- Garcia voted against the Equality Act.
- Garcia said that LGBTQ+ people shouldn't be protected by federal anti-discrimination.

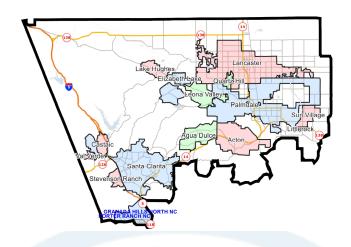
## Mike Garcia is **NOT Active** in Congress

- Garcia has only written 9 bills since he went to Congress. (Less than 10 co-sponsors per bill)
- 0 bills he's written have been made into law or passed the House of Representatives.

## Mike Garcia Votes Against Helping American Families

- Garcia voted against the Infant Formula Supplemental Appropriations Act.
- Garcia voted against the Relief for Restaurants and other Hard Hit Small Business Act of 2022.
- Garcia voted against the Consumer Fuel Price Gouging Act

## **CA-27 District Primer**



## **Key Areas within the District:**

Region	Cities	County
Antelope Valley	Palmdale Lancaster	Los Angeles
Santa Clarita Valley	Santa Clarita	Los Angeles

## **District Demographics:**

% Asian CVAP 9.5

% Black CVAP 10.6

% Latino CVAP 33.3

% White CVAP 44.9

## **PVI/Rating Post Redistricting**

Cook Political Report: D +4

538 Rating: D +8 Rating: Toss Up!

## **Electoral History:**

2020 - Garcia 50.01%, Smith 49.99%

May 2020 Special - Garcia 54.9%, Smith 45.1%

2018 - Hill 54.4%, Knight 45.6%

## **Redistricting Impact**

2020 Presidential Results: Biden +12

## **Election Process FAQs**

## When is Election Day

November 8, 2022 - General Election

## When are ballots being mailed out?

General election - October 10th

## How can I find my polling place?

You can find your polling place information, including address and hours, by visiting www.vote.org.

## When does early voting take place?

Primary Election: October 24- November 8

## When is the deadline to register to vote in the elections?

The last day to register to vote for the November 8, 2022, General Election is October 24, 2022.

## Can I register to vote online?

Yes. You can register to vote online at <a href="https://www.sos.ca.gov/elections/voter-registration">https://www.sos.ca.gov/elections/voter-registration</a>

## Can I register to vote on Election Day?

**YES!** If you opt for same day voter registration, you will be given a provisional ballot to fill out. However, we recommend that folks register to vote as soon as possible.

If you are registering or re-registering less than 15 days before an election you will need to complete the <u>Same-Day Voter Registration</u> process and request your ballot in person at your county elections office or polling location.

For more information on voter registration and voting locations, contact your local county elections official.

## How Can I Turn In My Vote-By-Mail Ballot?

- MAIL: Must be postmarked by Election Day
   Mail your ballot at any U.S. Postal Service mailbox or post office (if mailed on Election Day, make sure another collection is scheduled).
  - No stamp is needed. You must sign and date the outside of the ballot envelope. Do not mail your ballot after Election Day
- 2. **BALLOT DROP BOX:** Check the County Voter Information Guide mailed to you or visit "Early Voting Locations" at <u>Vote.CA.gov</u>. Voters can also visit the website of their County Registrar of Voters
- VOTE CENTERS: Vote centers are available in select counties only. Visit the "Early Voting Locations" at Vote.CA.gov.

## How can I check my voter registration status?

Check your voter registration status: <a href="https://voterstatus.sos.ca.gov">https://voterstatus.sos.ca.gov</a>

## Do I need to bring an ID to my polling place to vote?

In most cases, you do NOT need to show a photo ID to vote in California. Poll workers may ask to see ID if your voter registration application did not include either your driver's license number, CA ID number, or the last 4 digits of your social security number.

## Can I pre-register to vote?

Online pre-registration is available for eligible 16 and 17 year olds by visiting <u>registertovote.ca.gov</u>. California youth who pre-register to vote will have their registration become active once they turn 18 years old.

The new online pre-registration applies to California youth who are 16 or 17 and meet the following criteria:

- A United States citizen and a resident of California,
- Not currently serving a state or federal prison term for the conviction of a felony
- Not currently found mentally incompetent to vote by a court (for more information, please see <u>Voting Rights: Persons Subject to Conservatorship</u>).

## Can I vote if I have past felony convictions?

Yes! But you must re-register after serving your sentence. People with past criminal convictions are eligible to vote as long as they are not currently serving a state or federal prison term. <a href="https://www.sos.ca.gov/elections/voting-resources/voting-california/who-can-vote-california/voting-rights-californians">https://www.sos.ca.gov/elections/voting-resources/voting-california/who-can-vote-california/voting-rights-californians</a>

## Can I vote early or vote by mail?

Yes! Every voter will be mailed a ballot, and early vote centers will run from October 10 - November 7. All California active registered voters will receive a vote-by-mail ballot for the November 8, 2022 General Election.

## What if I requested or received a ballot-by-mail but I want to vote in-person?

You can still walk up to a vote center in-person and vote, or you can fill out your mail-in ballot and drop it off at a polling place yourself.

## Can someone else turn in my ballot for me?

Yes, but they must fill out the ballot envelope correctly. The ballot envelope will have a section where you can sign off your ballot to the designated person, and you both must fill it out correctly.

## What if I lost or damaged my ballot?

If you failed to receive your vote-by-mail ballot or you have lost or destroyed your original ballot, contact your county elections official in order to be sent a second vote-by-mail ballot.

If you failed to receive your vote-by-mail ballot or you have lost or destroyed your original vote-by-mail ballot, and you are unable to vote in person at the polls, <u>you may apply in writing for a late vote-by-mail ballot</u>. This application will need to be provided in person to the county elections official by you or your representative.

• Fill out the application: <a href="https://elections.cdn.sos.ca.gov/vote-by-mail/pdf/late-vote-by-mail-application.pdf">https://elections.cdn.sos.ca.gov/vote-by-mail/pdf/late-vote-by-mail-application.pdf</a>

Once you mark your ballot, fill out and sign the return envelope, you can personally or through your authorized representative, submit your ballot either to your elections official or any polling place within your jurisdiction.

## How do I check the status of my ballot-by-mail?

Voters can sign up for BallotTrax to receive notifications about where their ballot is. Sign up here: https://california.ballottrax.net/voter/



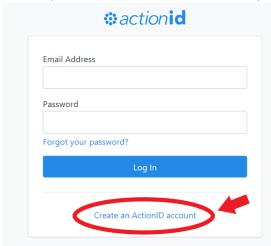
## **Virtual Phone Bank Tips**

## **VAN Log In Instructions**

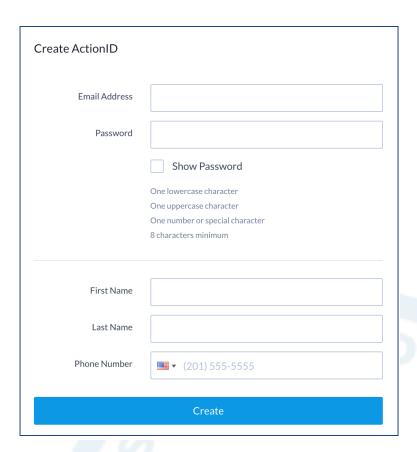
1. After opening the phone bank link, click "Get Started."



2. Next, you will be asked to log in with your VAN ActionID. If you have phone banked with VAN before and have an ActionID already, enter your email address and password, click "log in," and you're ready to make calls! If you have not used VAN before, you will need to click "Create an ActionID Account."



**3. Creating an ActionID Account:** An ActionID is your gateway to Votebuilder and Virtual Phone Banks (VPBs). Creating your ActionID takes just a few moments.



An ActionID requires just a few pieces of information including:

- Enter your email address
- Create a password
- Enter your first name
- Enter your last name
- Enter your phone number

You'll be asked if you want to enable 2-step verification. You may choose to SKIP this step or you can proceed with it. This adds an extra layer of security to your account by sending a code to your approved device to confirm each login.

To add 2-step, click "Yes" and then add a phone number where the program will send your code. Then, when you login using a username and password you'll also be asked to confirm the 2-Step code sent via text message to the number you provide.

Once you've selected 2-step or skipped that part of the process you'll be taken to your profile and automatically logged in.

You'll also receive an email with the information you entered along with a link back to your profile.

You can now return to any of the NGP/VAN login screens to login with your ActionID.

#### **Phone Bank Hours:**

10am - 8:30pm PDT Weekday and Weekends

Is phone banking really valuable?

- YES!
- When someone is reminded to go vote they are more likely to do so. Some scripts will tell you to ask if the
  voter knows where to vote and ask them how they are getting there. Research shows if you confirm a
  voter's plan and time of going to the polls they are more likely to go as well.
- The best way to get a voter out to the polls is canvassing and door knocking so whenever a volunteer can
  participate in canvassing that is of course the most valuable. By making calls, you are freeing up local
  volunteers to canvass instead.

#### Do I leave a message?

 Do not leave a message unless the specific campaign you are working on provides you with instructions to do so. When you indicate "Not Home" the call will be saved and given to another caller in the future. If you are unsure, ask!

## Should I be concerned my list includes households that are Republicans or Undecided? Does the Campaign know about this? Am I hurting the process by calling them?

- There are no perfect lists.
- Campaigns are always "scrubbing" lists which means cleaning it up. We may receive a list that is more or less scrubbed and we are helping to clean it up for the future. When we mark that someone is "strongly for the opponent" or "refused" the Campaign removes that name from future phone banks.
- The campaigns know exactly what list we are getting and it is our job as volunteers to trust that they are picking the appropriate "universe" of households to call and matching that to the script they have given us.

## Where did you get this number? Why are you contacting me?

Explain that that number is from the public voter file.

- You are trying to answer any questions they might have about the election.
- This is not telemarketing. Volunteers are individually contacting voters to see if they have any questions about the election. If the voter would prefer to be opted off our list, you would be happy to do so.

## Should I call the Campaign and let them know there is a better list out there or that they should change their script?

Campaigns have a campaign strategy and we are here to support that strategy.

## I hate how few people I reach, why doesn't a particular campaign use an auto dialer system so my time as a volunteer is better utilized reaching more people.

- When using VAN if you reach 10% or more of your calls when you self dial, that is a typical and excellent contact rate.
  - (I would just say "A 10% hit rate on a phone bank is excellent" It packs more of a punch.)
- Auto-dialer systems are very expensive and some campaigns cannot afford that expense.
- Each campaign has to decide if they want an auto-dialer format or not, and we cannot decide that for them as a volunteer organization. It is a great strategy for some campaigns who can afford it and not for others.
- By law, auto-dialers cannot call cell phones.

#### What to do I say when someone complains they have already been called several times?

• As we get later into the election cycle people may say they have been called many times. This is in part because there are many different groups calling and, by law, many are not allowed to coordinate with each

other. Simply apologize, let the voter know this is an important election and many groups are doing their best to keep the community informed. Assure the voter the results of this call will make it back to the campaign to help win the election and the organization you are calling from is working with the campaign. (One reason Code Blue works so closely with campaigns is to minimize this kind of multiple calling.)

#### What to do I say if someone asks if I am calling from out of district or out of state?

- Be honest never lie.
- Although you don't introduce yourself as being from out of the district be prepared with an honest answer as
  to why you are volunteering. Find an issue or something about the election or candidate that compels you to
  be involved. Make your reasons campaign specific not just because you dislike Trump or you want to flip the
  House, although that is part of why we do our work voters are interested in their own community, be sure
  you show you care and understand where they are coming from.
- Mark as "No," you did not speak to them, "Wrong Number" as why. Sometimes it might be a good
  opportunity to speak with someone who may be a good voter that is not on our list and you can let them
  know about the campaign. Otherwise you can move on to the next call.

\_\_\_\_\_

## **Tips**

- "Smile while you dial" is a real thing. Research has shown that if you are passionate and smile when talking to voters on the phone they will be more likely to respond to you.
- Be courteous
- Don't take anything personally
- If you are getting dispirited, think about the aggregate impact. If you call fifty voters and reach 5, and ten other volunteers do the same, that's fifty voters!
- Remember that what you are doing is helpful and important it really is!