

# Phone Bank: Volunteer Training

Have your materials prepped and ready to go: Phone rap, phone list, list directions, tally sheet, pens, phones

## Welcome and Introductions

Ask people to introduce themselves and give their name and what DLC or worksite they are part of.

Explain the importance of the race or issue you are phone banking about. Give specifics about the party of the incumbent, that it is important that we get the 2/3rds vote, who will be a leader for our issues and who will be against us. Describe details for your volunteers so they will be able to answer questions that come up in the phone conversations.

## Examples:

Swing seat currently held by a Republican, important to help us get to the 2/3 rds vote so we don't have another budget year like this one. Huber will be a leader on issues - Sieglock's history shows that he will be against us on critical issues.

Campaign overview and goals

- Alyson strongly supports adequate funding for public services
- She's a successful business attorney who will use her skills and knowledge of the business world to help create jobs in our community.
- She will be a fresh voice in Sacramento who will have common-sense solutions to our state budget crisis.
- Her opponent, Jack Sieglock, is a Republican who has been a Lodi City Councilman and on the San Joaquin Board of Supervisors
- He has a history of wasting taxpayer funds and being fiscally irresponsible, he was one of the only Republicans named in the annual 'Piglet Book' put out by taxpayer advocates for the worst examples of government waste.
- This is going to be a tough race. Democrats and Republicans have almost the same number of voters and the area is known for being fairly conservative.

After handing out the information sheet give them a few minutes to read it through. Answer any questions that come up.

Next, hand out the script (rap) for their calls and their check-list for tracking these calls.

Explain the various sections of the checklist and explain what each section means.

At this point you might want to ask a few follow-up questions to make sure they understand the goals of this phone bank, and that they can answer the voters' questions on the phone.

Finally, review the tally sheet with them and explain why it's important to fill it out completely.