

Phone Bank Sample Script

The Message

Because this is a conservative district it is critical that we stick to the message. We did polling in the area and found out what will move voters and we are basing our rap and our mail on that research.

Hand out the script to everyone. Give the group a few minutes to read through the script. Ask if there are any questions.

We are getting a lot of 'Undecideds,' so it's very important that people give more information, as the rap shows, and then ask for their support again. This may be the only time we talk with these voters so we need to press them!

Reading and Marking the List

Hand out the sample phone sheet. Go over the sections and explain what everything is.

- Telephone - the phone number that we have on file from the County Elections Office
- Pty = Party affiliation
- Last name, first name
- Precinct - this is the election precinct in which the voter lives.
- Age = Age - sometimes it says 0. That just means they didn't list their birth date on the voter registration form.
- Sex - M = Male, F = Female
- AVS - is the number of times in the last six elections the voter cast an absentee ballot
- VTS - is the number of times they voted in the last six elections
- Reporting Codes - Yes, No or Undecided for Huber. We circle one of these depending on what they say after we ask them if we can count on their vote for Huber.
- R = Refuse - This means that after we have given them our rap they refuse to say whether they will support Alyson or not.
- AV - means that they say they have already voted by mail.
- NH = Not Home - circle this if there is no answer when you call
- Delete - Circle this if they no longer live at this address
- There is a barcode at the end. We will use this to scan the information later - DO NOT write in this area.

You can use a 'pop quiz' to check their understanding of the list. Use actual names from the list and ask questions like:

- What is Brandy's telephone number?
- What party is Susana registered as?
- How old is Barney?
- If we ask Terry if we can count on his/her vote for Alyson Huber and they say YES, how do we mark the list?

- How do we mark the list if Warren no longer lives at this address?
- Out of the last six elections, in how many has Chris voted? How many times were absentee votes?

Tally Sheet

Call people's attention to the tally sheet you have passed out.

At the end of the night they will be asked to tally up all of their numbers. They can either make hash marks as they go, or they can spend a few minutes at the end of the night tallying their calls. It's extremely important that we get totals so they must turn in tallies. How they keep them is up to them.

Sample Rap

Assembly District 10 - Alyson Huber

Hi, may I please speak with _____? My name is _____ and I'm talking to voters in your neighborhood on behalf of local nurses, firefighters and teachers in support of Alyson Huber for State Assembly. Have you heard anything about Alyson?

Alyson Huber is a successful business attorney who grew up in Lodi. (If they are a Democrat say she is the democratic candidate)

Huber worked two jobs at night while going to high school to help support her family, and then worked to put herself through college and law school. She currently lives in El Dorado Hills with her husband and four children.

- Her personal experience has taught her that a good education is key to economic success and she wants to make certain that we fund schools at all levels, including higher education
- She will use her skills as a successful business attorney to help create new jobs for our community
- She will bring fresh ideas to Sacramento and practical solutions to our budget crisis

Can we count on you to vote for Alyson Huber on November 4th?

If YES: Thank you for your support and please make certain to vote, it's going to be a very close election. This call was paid for by Opportunity PAC - a coalition of teachers, healthcare givers, faculty members and other school and public employees. Goodbye.

If UNDECIDED: Huber is not a career politician. She is a successful attorney with experience solving problems for large companies. With these skills Huber can work across party lines to change the way Sacramento works and break the partisan gridlock like we just saw with the state budget fight.