

Calling Script to recruit Caucus Participants and Volunteers

Scenario #1

Ring ring

Hello?

Hi, is this _____ ?

Yeah. Waddaya want?

Yes, this is _____ with the senate district 36 Republicans. I see you have been to caucuses in the past and I wanted to be sure you knew that caucuses are coming up again on February 6 and we'd love to see you there. It's going to be an interesting time since the governor's race is wide open and we have nearly a half dozen viable potential candidates. Caucuses are the time and place to get started with influencing that process.

Yeah. OK.

We want to be sure to keep you in the loop. Is your email address still _____ ?

Yeah.

And you still live in _____(city)_____ ?

Yeah.

OK. Good talking with you. I hope we'll see you on February 6. You would be caucusing with us at _____(CPHS or ARCC)_____. Have a great day.

Yeah.

OK, let's be honest, a lot of calls will go this way. Here's the more productive conversational path.

Scenarios # 2 and 3 (the script splits further down)

Ring ring

Hello?

Hi, is this _____ ?

Yes. Can I help you?

Yes, this is _____ with the senate district 36 Republicans. I see you have been to caucuses in the past and I wanted to be sure you knew that caucuses are coming up again on February 6 - that's just 2 days after the Super Bowl - and we'd love to see you there. It's going to be an interesting time since the governor's race is wide open and we have nearly a half dozen viable potential candidates. Caucuses are the time and place to get started with influencing that process.

Thanks for letting me know. I was wondering about that. Where do I go? What do I do?

random example - apply to your own city

Well, it looks like you live in Coon Rapids, right?

Right.

OK, well great news then. We'll be caucusing IN Coon Rapids this time, at Anoka Ramsey Community College. No more crossing the river!

Great! That drive sucked.

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The next thing is let's be sure we have correct information for you and that we know your precinct.

Is your zip code 55xxx ?
{{{ bring up caucusnight.com app }}}}

Yes, 55433 (*whatever*).

And your house number is ?

9034 (*whatever*).

And your Street Name?

Hummingbird (*whatever*).

Great. You're in precinct (CR43, *whatever it is*). Before I forget, be sure to show up early - like at 6pm - it just helps with managing the flow of people. Also, let's be sure I have your name correct. Is it J-O-H-N D-O-E ?

No, it's D-O-H-E.

Oh great, glad I checked. And is this the best phone number?

Yes.

{{{ Enter into caucus night.com app and save (with comment).}}}

Great! I'll look forward to seeing you on February 6!

Oh, one more thing. Caucuses don't magically happen and we're always looking for volunteers to help. Can I talk you into helping out?

What would I have to do?

Scenario #2 path assumes you ARE the Temporary Acting Precinct Chair, calling into your own precinct

Well, the most immediate need is for a Convener. That's the person who basically runs the meeting. There's a script to follow, we provide training, and keep in mind that the people in the room are your neighbors who generally share your political priorities, so it should be pretty non-intimidating.

Yes, I can do that.

Great! And just to let you know how the whole process works, each precinct also needs a secretary to help with sign-ins and keep track of who is elected a delegate, that sort of thing. Maybe you know someone in our precinct who might want to do that? Again - non-intimidating and we provide training.

Maybe. I'll check.

Great. And the other thing we need to find is someone willing to be Precinct Chair. That's more work, for sure, but it's really important to having a successful organization. Maybe even you?

Eh.. I'll think about it.

OK. I've taken enough of your time. Keep in mind we are all volunteers, so it's up to each of us in our own precincts to make this work. So it sounds like you are willing to be the Convener though, right?

Yes.

Great. We have your info, we'll be in touch.

{{{ Hang up }}}}

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Scenario #3 path assumes you are not in the same precinct

"You know... Yes, I want to make things happen for this election. Tell me what you need."

Great! What we really need right now for your precinct is for someone to do what I'm doing right now - calling people to invite them to caucuses and encourage them to volunteer.

I can do that.

We need someone to commit to coming to the training so that you can step in and run the caucus meeting in case there is a last minute absence.

Sure thing.

We need someone who will line up a convener, and a secretary for the caucus meeting.

Of course.

We need someone who will meet and greet in the caucus room, link names to faces, and encourage attendance at the February 15 social event we are planning.

I'm a glad hander.

We need someone who will commit to contacting all the delegates and alternates in the few days after caucus and invite them to the social and to the convention.

Can I connect with them on Facebook too?

Yes! What we are looking for is someone who can take the bull by the horns and do the work necessary to not only make sure caucuses happen well - for your one precinct - but also do the follow through for things to happen so we can grow our organization by getting new people involved and active.

I'm in! Send me that calling list!

Awesome! Good to have you on board. I'll be sending you the List Access Agreement and some other information. Once you send an email indicating that you agree to abide by the List Access Agreement I'll send you the calling list. Also, we have a training/ planning meeting Thursday evening January 4, 2018 at the Champlin library. It would be very important for you to be there. There is also an App to be installed on your device of choice.

OK, I'll be looking for it.

}}} Hang up }}}