Handout for Tuesday November 3rd, 2015 Patriot Games Leadership Training Call

IMPORTANT NOTES:

Our webinar email invitation and reminder email will be sent out on Fridays. We will send several reminder emails up to the evening of the training call. If you are not familiar with GotoWebinar, please watch this short training video or read this Attendee Guide:

GotoWebinar Video Tutorial:

GotoWebinar Attendee Guide:
http://support.citrixonline.com/en_US/meeting/downloaddocument/G2MD00002

Our training is most effective if you are watching the webinar on your computer. This training is meant to be a visual training not just an audio training. Many of you had a difficult time logging in to the gotowebinar. If you have technical problems joining the webinar when using the link that is emailed to you, there is an alternative way to join the meeting that should work for you. Please go to http://www.joinwebinar.com/ and enter your email address and the Webinar ID. The WEBINAR ID will be included in the reminder email sent to you about an hour before the webinar.

1. Tonight's Proverb: Attitude

“Blessed are the pure in heart, for they shall see God.” Matthew 5:8

2. Emerging Leaders – How Do We Find COS Leaders?
   a. State Director (SD)
   b. Legislative Liaison (LL)
   c. Grassroots Coordinator (GC)
   d. State Information Analyst (SIA)
   e. Media Liaison (ML)
   f. Coalitions Director (CD)
   g. Social Media Warrior Team (SMW)
   h. Followup Team Members (FTM)

Please continue to think about what position above that your experience and skills line up with.

3. Convention of States Education and Training:
   a. Michael Farris Into to Constitutional Literacy – Watch Lecture 2 This Week.
      http://www.conventionofstates.com/constitutional_literacy
4. COS Citizen Organizing and Activism Training
   a. Ginny Rapini – The steps that our Bill must take in order to get passed…

5. Guest Speaker: Amelia Boland. Citizen Activist

6. Activism Tools and Technology: We will be training on the following Tech Tools in the coming weeks

   Step 1: Learn how to use the Followup Tool (Only authorized volunteers) – TONIGHT’s TRAINING
   Step 2: Learn how to use the District Dashboard (Only authorized volunteers)
   Step 3. Learn How to use NationBuilder (District Captains only)
   Step 4. Patriot Games Action Reporting Dashboard

7. Homework:

   1. Continue to work on your District Action Plan Template (See at the end of this document)
   2. Recruit one or two other folks in your community to join next week's Patriot Games Training Call.
   3. Create your account on NationBuilder here: http://www.conventionofstates.com/signup
   4. Listen to this 2 minute Mark Meckler message here: http://www.cosaction.com/address_update
   5. Signup to be a Followup Team Member here: http://www.conventionofstates.com/volunteer_teams

Important Website Tools

Your State Page: http://www.cosaction.com/states

Find your State Leaders: Scroll to the bottom of your State Page. Look for the “Team” Section

Convention of States Action Tools: http://www.cosaction.com/action_tools

State Directors Email: director.stateinitials@cosaction.com
For example, South Carolina would be director.sc@cosaction.com

COS Regional Director Directory

<table>
<thead>
<tr>
<th>Northeast Region</th>
<th>Maine</th>
</tr>
</thead>
<tbody>
<tr>
<td>Regional Director: Ken Quinn Email: <a href="mailto:kequinn@cosaction.com">kequinn@cosaction.com</a></td>
<td>New Hampshire Vermont Massachusetts Connecticut Rhode Island New York Maryland Delaware New Jersey Illinois</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Western Region</th>
<th>Washington Oregon California Nevada Idaho Utah Arizona New Mexico Hawaii</th>
</tr>
</thead>
<tbody>
<tr>
<td>Regional Director: Bonnie McAdams Email: <a href="mailto:bmcadams@cosaction.com">bmcadams@cosaction.com</a></td>
<td>North Dakota South Dakota Nebraska Kansas Oklahoma Texas Minnesota Missouri Wisconsin</td>
</tr>
</tbody>
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<table>
<thead>
<tr>
<th>Central Region</th>
<th>Louisiana South Carolina Mississippi North Carolina Tennessee Virginia Kentucky</th>
</tr>
</thead>
<tbody>
<tr>
<td>Regional Director Dave Schneider Email: <a href="mailto:dschneider@cosaction.com">dschneider@cosaction.com</a></td>
<td>North Dakota South Dakota Nebraska Kansas Oklahoma Texas Minnesota Missouri Wisconsin</td>
</tr>
</tbody>
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<table>
<thead>
<tr>
<th>South Region</th>
<th>Ohio Michigan Indiana Pennsylvania West Virginia Iowa Colorado Wyoming Montana</th>
</tr>
</thead>
<tbody>
<tr>
<td>Regional Director Ken Clark Email: <a href="mailto:kclark@cosaction.com">kclark@cosaction.com</a></td>
<td>Louisiana South Carolina Mississippi North Carolina Tennessee Virginia Kentucky</td>
</tr>
</tbody>
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<table>
<thead>
<tr>
<th>North Central Region</th>
<th>Ohio Michigan Indiana Pennsylvania West Virginia Iowa Colorado Wyoming Montana</th>
</tr>
</thead>
<tbody>
<tr>
<td>Regional Director Bob Berry Email: <a href="mailto:rberry@cosaction.com">rberry@cosaction.com</a></td>
<td>Louisiana South Carolina Mississippi North Carolina Tennessee Virginia Kentucky</td>
</tr>
</tbody>
</table>
STATE LEGISLATIVE PROCESS

I. Each state begins their legislative season at a specific time
   a. Usually shortly after the first of the year
   b. Duration varies from state to state
      i. Average is 3 – 4 months
   c. Some will carry over to the next year while others have to start over if the process was not completed

II. The legislative process
   a. They come up with an idea – in this case, this is our idea which is a Resolution and is already written as it needs to be passed
      i. Provides uniformity for all 50 states
   b. A Sponsor legislator steps up to “file” the Resolution (or Bill)
      i. We can also enlist Co-sponsors to sign onto the Resolution
      ii. The more sponsors the more support
         1. Sponsors can be from either party
   c. It will originate in the House from where the Sponsor is from
      1. If the Sponsor is a Senator, it will first go to the Senate
         a. Given a number with SB before the number
            i. Since ours is a Resolution it will be assigned SR and then a number
      2. If the Sponsor is an Assemblyman, it will first go to the Assembly
         a. Given a number such as AR15
   d. First reading – introduction
      i. It is read for the first time when the bill number, Sponsors name and descriptive title of the Resolution is read on the floor of the house
      ii. It then goes to the Office of State Printing and assigned to a committee
   e. Each House maintains a schedule of legislative committee hearings
      i. Prior to hearings the following takes place
         1. Bill or Resolution analysis
         2. Explain what it is intended to do
         3. Provide some background information
4. Provide a list of organizations that support or oppose the Resolution

f. Committee Hearings
   i. The Resolution is then assigned to a committee according to their subject matter
      1. Rules Committee
      2. Judiciary Committee
      3. Appropriations
      4. Others
   ii. During the committee hearings the Sponsor of the bill presents it to the committee for hearings
      1. Testimonies from those in favor
      2. Testimonies from those who are opposed
   iii. The committee votes on the Resolution or bill
      1. Pass
      2. Amend (ours cannot be amended)
      3. Defeat
   iv. It takes a majority vote of the full committee membership for a bill or our Resolution to pass committee

g. Repeat the process in the other house
   i. If passed in the second house it goes to the governor – except in this case

h. To the governor – this step does not occur with our Resolution since it is the people who are calling for this Article V Convention of States and the governors have no say in this process
   i. Once it has passed both houses the state is added into the “win” column

Learn more about your state’s legislative process at these websites:

http://ballotpedia.org/Main_Page
http://www.ncsl.org/
http://openstates.org/
**District Captain Plan of Action Template**

**STATE__________ HOUSE DISTRICT__________ SENATE DISTRICT**

<table>
<thead>
<tr>
<th><strong>Your goal as a District Captain is to collect the following information for your district House and Senate District:</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>□ Do you know your legislators position on COS?</td>
</tr>
<tr>
<td>□ Evaluate Why they hold the position they hold (JBS Influence, ignorance, in the pocket of Eagle forum, etc., fear, preoccupied with other issues, etc.).</td>
</tr>
<tr>
<td>□ Evaluate the level of their influence in their committee and in their chamber. Are they a power broker? Who might they have influence over?</td>
</tr>
<tr>
<td>□ Is the Legislator in a leadership position? If yes, how could this leadership position affect our COS efforts?</td>
</tr>
<tr>
<td>□ Is the legislator on a key COS Committee?</td>
</tr>
<tr>
<td>□ If they are opposed to COS, what are their weaknesses? Are they vulnerable? What is their “Achilles heel?” What actions are needed to either change their position or to remove them from office?</td>
</tr>
<tr>
<td>□ If they are supportive of COS, what is their weakness? Are they in danger of losing their seat? What can be done, if anything, to strengthen their COS Position? Do they need volunteers with their campaign? Do they need additional COS Education? Can they be asked to “influence” other legislators who may be on the fence regarding COS?</td>
</tr>
<tr>
<td>□ Are there any hot issues in your district that you can tie in with COS? For example do you have large employer in your District that carries a lot of influence? Maybe your District is impacted by EPA Regulations...</td>
</tr>
<tr>
<td>□ Evaluate your legislators (Rep and Senator) voting history since entering their office. What does their voting history say about their potential to support COS?</td>
</tr>
<tr>
<td>□ Are they up for reelection this year?</td>
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<tr>
<td>□ Does this legislator need to be replaced by someone who is a supporter of COS?</td>
</tr>
<tr>
<td>□ Are they in the hip pocket of the our opponents (JBS/Eagle Forum, NAGR, etc.)?</td>
</tr>
<tr>
<td>□ Are there any large Employers, Donors, Coalitions in the District that might be an excellent partner to influence the legislator for COS? Please make a list and reach out to these potential partners</td>
</tr>
<tr>
<td>□ Write a list of who you know in the District that has strong political capital and influence that might be recruited to help in the District? Think influence. Think large network. Write a list of these potential influential district citizens</td>
</tr>
<tr>
<td>□ Is their vote necessary to pass the COS Resolution?</td>
</tr>
<tr>
<td>□ Evaluate the overall strengths and weaknesses for your House and Senate District as they relate to COS</td>
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**Categorize your district into one of the following categories:**

1. COS Supportive (Confirmed)
2. COS Opposed (Confirmed)
3. Unknown
4. On-The-Fence

□ MY DISTRICT CATEGORY IS:
### Determine Your District’s Call To Action Plan and Your Messaging Plan

<table>
<thead>
<tr>
<th>DISTRICT SUPPORTERS CALL TO ACTION PLAN</th>
<th>Appropriate Messaging</th>
</tr>
</thead>
<tbody>
<tr>
<td>Visit District Office</td>
<td>What should be communicated, how it should be communicated, What is the ASK? What should the follow up be?</td>
</tr>
<tr>
<td>Visit Capital Office</td>
<td>What should be communicated, how it should be communicated, What is the ASK? What should the follow up be?</td>
</tr>
<tr>
<td>Mail a Letter</td>
<td>What should be communicated, how it should be communicated, What is the ASK? What should the follow up be?</td>
</tr>
<tr>
<td>Email a Letter</td>
<td>What should be communicated, how it should be communicated, What is the ASK? What should the follow up be?</td>
</tr>
<tr>
<td>Call the District office</td>
<td>What should be communicated, how it should be communicated, What is the ASK? What should the follow up be?</td>
</tr>
<tr>
<td>Call the Capital Office</td>
<td>What should be communicated, how it should be communicated, What is the ASK? What should the follow up be?</td>
</tr>
<tr>
<td>Hold an Information Meeting</td>
<td>What should be communicated, how it should be communicated, What is the ASK? What should the follow up be?</td>
</tr>
<tr>
<td>Speak at an Event</td>
<td>What should be communicated, how it should be communicated, What is the ASK? What should the follow up be?</td>
</tr>
</tbody>
</table>
Underline the key concepts found in this principle.

Attitude - Webster describes it as a posture, one’s mental state of mind, or one’s disposition. We hear a lot about having a positive mental attitude. Attitude is one’s disposition, good or bad, so when we meet someone, we can easily determine what state of mind they are in by their attitude.

The right attitude, the positive approach is something that we can create as a result of developing the right mind-set. Being positive is more than just saying or repeating a verbal formula like “I am positive” or practicing rituals of meditation or relaxation.

Positive attitude is the end result of the discipline we keep. It demands courage and persistence to create a positive disposition. We must take charge of our mind and feed it on a diet of healthy mind food, developing it into a creed of what we want to become. The mind-set that leads us to a positive attitude allows us to see life differently. It is seeing that something outside of us is at work in the situation. Sometimes the learning experience becomes even more valuable than the outcome.

If we understand that it is our experiences that are valuable, then our attitude towards people and circumstances will change. Our attitude becomes positive, even though not everything will always happen the way we are expecting. The truth is that we are a bit immature if we believe that things always have to be the way you expect them to be. That is not reality.

With every goal there must be the right reason, with every dream there must be the right purpose and for success there must be the right values. Success is guarded by problems. To get the gold medal we must solve the problems. To solve the problems we need the courage and persistence, therefore it is a learning experience to get the gold. In the end, what we learn in getting the medal is more valuable than the gold itself. Once we get to this state of mind, our attitude will be positive because we won’t be afraid of the problems, for we know what is behind them. It’s like a treasure hunt, always looking beyond the situation. A positive attitude will give us a great future. A negative attitude will keep us close to the present, with very little progress. They both cause a measure of stress. Negative people worry and fear, while positive people push to conquer.

**BENEFITS**

1. With a positive attitude, fear is minimized because problems will have a purpose.

2. Maturity and success comes when you overcome attitudes of self pity, selfishness and other negative ways of thinking.

3. You can change your destiny by evaluating yourself regularly and adjusting to a positive attitude.
4. You will stimulate hope in your circle of influence, with friends and family and at work.

**STEPS TO FOLLOW:**

1. Learn to govern your mind. It is similar to a muscle that can be developed through exercise. It can be trained to think positively and in line with your will.

2. Focus your mind on being positive, happy and successful. A mind cannot be positive without a track to run on. It will focus on something and if we don’t give it direction, it will go the path of least resistance. Always say to yourself, “Yes, I can do it.” Choose “I can” and “I will” to give your mind that positive goal and direction.

3. Learn to discern negative signs. Building with perseverance will help you overcome obstacles and walls so you can grow. Signals of negativism are: pessimism, lack of motivation and apathy.

4. See beyond the present. Past experiences help to evaluate but are not the best to launch us towards the future. In every situation, stay focused on the future which will take us closer to our goal. This brings hope and hope stimulates and motivates us into action, giving energy to solve problems. When we have discouraging thoughts, refocus on the goal and the rewards of overcoming. If you do not set your eyes in the future you will blame yourself for the past, fearing failures in the present.

5. Have a clear vision of your purpose for life; in order to be successful we need a goal. This will give focus and direction to your behavior.

   **Remember... thoughts produce actions, actions become habits, habits form our character, and character determines our destiny!**

**REFLECT AND RESPOND**

1. Would those around you say you typically display a negative attitude or a positive one?

2. It may be enlightening to ask those that will tell you the truth!

3. Which of the “Steps to Follow” do you feel you want to commit to do?

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**Check list for the daily reading of this principle**

<table>
<thead>
<tr>
<th>Evaluate yourself from 1 to 10</th>
<th>1</th>
<th>2</th>
<th>3</th>
<th>4</th>
<th>5</th>
<th>6</th>
<th>7</th>
<th>8</th>
<th>9</th>
<th>10</th>
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</table>

<table>
<thead>
<tr>
<th>Why did you give yourself this rating</th>
<th></th>
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</thead>
<tbody>
<tr>
<td>What benefits will you obtain by raising your rating?</td>
<td></td>
</tr>
<tr>
<td>What specific action can you put into practice to test the benefits of this principle?</td>
<td></td>
</tr>
<tr>
<td>Check list for the daily reading of this principle</td>
<td>M</td>
</tr>
<tr>
<td>Completed</td>
<td></td>
</tr>
</tbody>
</table>