

# CANVASSING JOB AIDE

*“It’s not a blue wave or a red wave. It’s a wave of Americans fed up with partisanship, corruption, and money in politics...and it’s coming.” – Richard Painter*

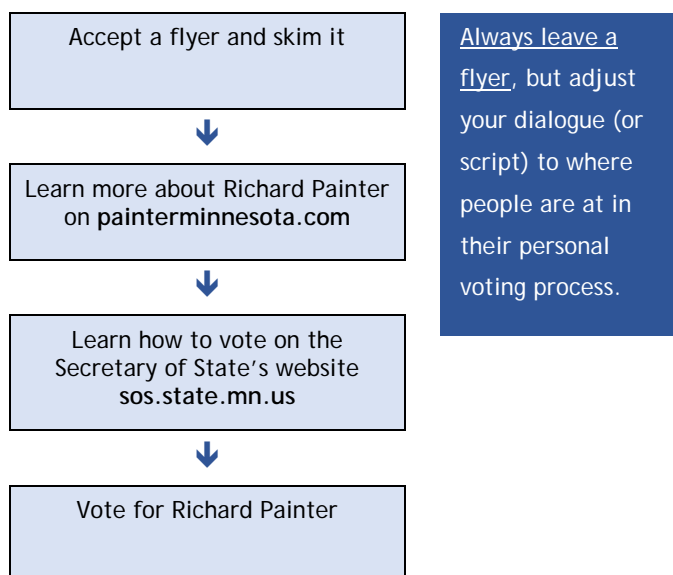
## Time

- Go door to door **July 30 through August 13**.
- Do it 2-20 hours per week, 25 doors per hour.
- Do it when you can, but ideal times are:
  - 4:00 to 8:00 p.m. Monday – Friday
  - 9:00 a.m. to 8:00 p.m. Saturday – Sunday

## Objective

Your objective is to leave a flyer and provide just enough information to motivate people to take the next step. The next step depends upon where each person is at in **their personal voting process**. For instance, some people regularly vote in the primary elections, some don’t. Some haven’t heard of Richard Painter, some have been following him for years.

## Their Personal Voting Process



## Why We Do It

- Canvassing can be done with little or no money.
- It is a powerful tactic for competing against PAC-backed candidates.
- Canvassing wins primary elections; as the saying goes, “All politics is local!”

## Tools

- Flyers: \_\_\_\_ hours you plan to canvas x 25 flyers = \_\_\_\_ total flyers to pick up or print
- Name tag, name badge, patriotic pin or t-shirt so people can quickly identify that you’re a canvasser
- [painterminnesota.com/volunteerresources](http://painterminnesota.com/volunteerresources)

## Lessons Learned

Our experience in canvassing has shown:

- It pays to skim Richard Painter’s stance on issues, as you will be asked; e.g. “What’s he going to do for me?” or “What’s his stance on healthcare?”
- You’ll have more fun and you’re more likely to do it if you partner with someone else. Tip: You take one side of the street, your partner the other.
- Dress for comfort, but dress the part.
- Be on your best behavior; in fact, assume every home has a surveillance camera.
- Master the script, actually stand up and practice!
- Say **Richard Painter** as much as possible.
- When you meet someone who wants to discuss politics or learn more about Richard Painter, limit your conversation to 10 minutes, and then point them to [painterminnesota.com](http://painterminnesota.com). The same goes

when you meet someone who wants to volunteer or make a donation. Richard Painter's website is designed to always handle "the next step."

- Avoid getting drawn into a debate, it's a waste of time.
- Always leave a flyer. When nobody answers, be inventive and leave a flyer, but do so in a manner where it does not become a nuisance:
  - put it where they will see it when they leave or enter their home
  - put it where it will not blow away and become litter; one option:



Another option: Punch a hole in a top corner of the flyer, and then insert a rubber band and loop it around the doorknob.

## Steps

1. Focus your passion. List three reasons **you** are voting for Richard Painter:

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2. Decide where to canvass.
3. Schedule at least 2 hours per outing.
4. Do it!
5. Call Rodney Langseth (218-343-0671) every time you place 50 flyers. If Rodney doesn't answer, leave a message clearly stating your name and phone number, the area you canvased, and that you just left 50 flyers.

## Script

Master this script or personalize it to suit your passion:

"Hi, my name is \_\_\_\_\_ and I'm a volunteer for Richard Painter, who is running for US Senate."

"The purpose of my visit is to hand out information about how to vote in the upcoming primary and encourage you to vote for Richard Painter, who has been getting a lot of attention on social media, conservative Fox News and liberal MSNBC."

"The Minnesota primary is August 14. Are you planning to vote that day?" Listen and respond accordingly.

"I urge you to vote in the primary because that's how we get someone into office with fresh ideas, and in the case of Richard Painter, unite Democrats, Republicans and Independents. Would it be too forward of me to ask you to vote for Richard Painter on August 14?"

Offer a flyer: "Here's where you can learn more about Richard Painter's stance on issues and how to vote in the upcoming primary."

"I appreciate you answering your door today, and look forward to seeing you at the primary on August 14!"

## Handling Objections

Remember, your objective is to leave a flyer:

Objections	How to respond
"Not interested."	"May I at least give you a flyer?"
"I'm voting for Tina Smith."	"May I at least give you a flyer comparing Tina to Richard Painter?"
"I'm a Republican."	"May I at least give you a flyer that shows how barely Republican Richard Painter stands on issues?"
"Painter is really a Republican."	"May I at least give you a flyer so you can see where Richard Painter stands on issues that matter to Republicans, Independents and Democrats?"