

# CWA DISTRICT 1 PAF CHECKLIST

## 1. PREPARATION

Bring:

- Your list (who's giving and how much — ask Logan if you don't have this)
- PAF cards and lots of pens
- Flyers, FAQs, and other helpful materials

Practice your presentation on the way to the meeting

Consider planting a helper at the workplace you're visiting in advance who will speak up and fill out a card first (even if they're already giving, it helps with herd mentality!)

## 2. INTRODUCTION

Who you are and why you are here

## 3. BUILD A CONNECTION (PUT THE C IN CEVA!)

For example: important political victories, what's currently at stake

## 4. WHY PAF?

Why do we need to raise PAF = to build political power for the union

What does PAF pay for = political work, phone banks, lobby day, etc.

## 5. DIRECT ASK

"Can you contribute \$10 a week?"

"You can contribute up to \$20 a week, we are asking you to give \$10 a week."

## 6. WAIT (AWKWARD MOMENT OF SILENCE)

Say: "We're going to give folks a few minutes to fill out the cards."

Take a sip of water. Do whatever you need to do to zip up and be quiet

## 7. DO 1-ON-1 FOLLOW UP

If you see folks thinking about it, start to whisper 1 on 1 and negotiate if necessary

## 8. COLLECT CARDS

Make sure to get a card - or an excuse - from everyone

## 9. THANK EVERYONE!

