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!**