

# Canvassing: What Do You Say To People?

Cover the Basics: I am: Hi, My name is Lena Smith  
We are: I'm with the United Community Housing Coalition  
We Do: We organize tenants to fight fir better housing  
We want: We are meeting this Thursday at 7pm in the church at the corner to plan how to get your landlord to fix up his buildings. We'd like you to come.

Here is part of a list of ideas to help in listening and talking to people. It was put together by eight members of a public housing organization in Charlotte, North Carolina.

- 1) Introduce Yourself
- 2) Ask if you can come in
- 3) Talk about something you know they're interested in.
- 4) Find something in the home to talk about.
- 5) Know the subject
- 6) Know yourself
- 7) Let them talk- Hear what they have to say.
- 8) Look at them as you talk
- 9) Ask questions
- 10) Don't try to force them to think your way
- 11) Listen more than you talk
- 12) Never cut them off
- 13) If you don't know the answer, get back to them
- 14) Pick your time for making contact