

## GETTING PAST THE FIRST OBJECTIVE

Even if you have the best rap out there, people are still going to say “No.” The best thing you can do is be prepared and understand why people are saying no. If you can work past the first objective they give, that can be the difference in a successful day or a disappointing day.

Common Reasons that People Say No	And Answers to Combat It
<ul style="list-style-type: none"> <li>• I am already registered to vote</li>   <li>• I do not have time</li>   <li>• I do not care about politics</li>   <li>• Why should I? Politicians do not listen anyway</li>   <li>• I do not want to have jury duty</li>   <li>• I cannot – I have a felony</li>   <li>• I cannot – I am only 17</li> </ul>	<ul style="list-style-type: none"> <li>• Have you moved or changed your name since the last time you voted? What is the last election you voted in?</li>   <li>• That is ok – it only takes 2 minutes and I can walk with you!</li>   <li>• Even if you do not care about politics, do you care about _____? Well, the only way we can change that is by registering to vote!</li>   <li>• You are right! Politicians do not listen! But the only way to change that is to vote them in and out office. If we stop voting, then they’ve won!</li>   <li>• Do not worry, this will not put you in the pool for jury duty; they stopped using voter registration a long time ago. Now anyone with a social security number is in the pool for jury duty.</li>   <li>• In this state _____.</li>   <li>• If you will be 18 on or before the next Election Day, you can register to vote now.</li> </ul>