

Endorsement Tips Outline: How to Collect Endorsements from Campus Groups  
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1. Contact staff member of the targeted organization.
  - Ask if it's okay to come to a staff meeting to introduce the topic of getting an endorsement for the Market Worker's Justice Campaign-KIWA.
  - Set up date and time for brief appointment with the staff.
  - If they want a general meeting info session, Cindy can talk to them.
2. Tips on what to say:
  - Brief self-introduction.
  - Intro of the class (AAS 116)
  - Background of the campaign
    - Use key points from the packet to help your presentation
    - Talk about the importance of student involvement and how they can get involved.
      - Campus Forum: Monday, March 1<sup>st</sup>, 7-9pm
      - Market Picket: Friday, March 5<sup>th</sup>
      - Purchasing the children's book
    - Go over the endorsement sheet with the staff of the organization that you are visiting.
    - Endorsement sheet doesn't have to be signed right away, so give the staff an opportunity to take the next step. If they need a presentation for their general membership, Cindy can come to do that.
    - Ask for response date and get information for who to contact for the follow up.
    - Ask for the endorsement card when they're finished. We will hand them back to KIWA.
3. Ask if they have any questions.
4. If they're interested, give them the information packet; get them to commit to attending the picket and the forum and to bring *at least* 3 people.
  - Information packet should include:
    - "A Koreatown Market Industry Fact Sheet"
    - "A Fact Sheet and Timeline"
    - KIWA news letter
    - KIWA brochure
    - Class flier with forum, picket, and children's book information
    - Sign-up sheet for general membership to get more information on picket/forum.
    - Community Endorsement Card
5. Speaking tips
  - Please do not read straight from the sheet, familiarize yourself with the information in the sheet before you give your presentation.
  - Be motivated, energetic, and enthusiastic when speaking about the issues of the campaign (think about Chris).
  - Try to be personable and remember to smile☺.

- Remember to thank them for taking the time to meet with you.
6. Remember to follow up, collect endorsement sheet (if endorsing), and report to coordinating committee.