



Getting Started as a District Captain

Welcome aboard! The Convention of States team is excited to have you working along side us to save liberty for future generations. As a District Captain, you will be acting as a point person for volunteers in your district. Your goal is trifold:

1) Build your army! Find people in your district to **educate and recruit** to become volunteers for Convention of States. Here are a few ideas to get you started:

- A) Network with like minded organizations in your district and explain the project to them. Ask if they would be willing to distribute information to their members, or would allow you to present at a club meeting etc. Ask if they would be willing to send out emails to their members asking for volunteers. (Think local churches, homeschool organizations, NRA clubs, work organizations, etc.)
- B) Talk with your family members and friends. We strongly encourage our leaders to not work alone in this effort. Bringing a few friends or family on board to help you recruit and get the word out will not only bring encouragement to you during dry patches, but can also provide brainstorming for solutions that would be missed by one person.
- C) Host a booth at a convention or represent COS at an event.
- D) Create a personalized email account for your volunteers to contact you with questions. Get a question you can't answer? Feel free to ask the national grassroots coordinator, coscoordinator@selfgovern.com, for the answer, or simply pass the email on to laurafennig@selfgovern.com, from our national HQ team!
- E) You and your fellow District Captains will eventually be organized under a State Director, but we are still working to appoint a director in your state. For now, Eric Burk, the national Grassroots Coordinator, will be providing guidance to all District Captains in your state. You can email Eric at coscoordinator@selfgovern.com, or call the national office at 540-441-7227.

2) Send your army to battle!

- A) Our primary goal for our volunteers is for them to support legislators who will back a convention of the states, and to persuade undecided legislators to join the cause. With that in mind, the main way people can volunteer is by 1) Contacting their legislators, 2) Coming to legislative hearings, 3) Volunteering for a supporters campaign, 4) Donating or helping fundraise for supportive legislators or COS.
- B) We at COS are excited about the diverse set of talents embodied in our volunteer team, because of this, we encourage creative thinking in promoting the cause. So, if you or a member of your volunteer team has a great idea, we want to hear about it and support them in their efforts! Possible ideas include, but are not limited to: writing letters to the editor, organizing congressional office visits for a group of COS supporters, speaking or representing COS at an event, designing promotional fliers, memes, blogs, photo campaigns, or videos! If a volunteer would like to design

promotional materials, have them send a draft of their work to coscoordinator@selfgovern.com for approval before distribution.

C) One of your statewide leaders will contact you when it's time to make a big volunteer push in your district. At certain times, we will want hundreds of people contacting their representatives, or to come out and support a hearing. When that time comes, you will be the one to notify your volunteer forces that NOW is the time for action!

3) Support your people!

A) Set up a personalized email so that your volunteers can easily contact you with questions, or volunteer opportunities.

B) Encourage your army to get creative.

C) Each month, we will send you an email with an update on the progress you have made in your state or district, and give you tips on how to continue growing your volunteer network.

If you're having success or difficulty with one of your strategies, contact us! We would love to share your success stories with other leaders and offer you support you in any way we can.

Your Job Description

District Captains (one per legislative district) Will be proactive in raising grassroots support.

Responsibilities include...

- Report to the national Grassroots Coordinator.**
- Recruit 100 + volunteers in your district by having them sign up on our website.
- Act as a point person for volunteers in your district, coordinating volunteer teams. (See descriptions on the Non Leadership Positions page, listed under the Take Action tab of our website.)
- Respond to calls/emails in a timely manner.
- Educate your district about Article V and Convention of States.
- Expected commitment level: 15 - 20 hours per month and local travel.

**Note: We are actively working on getting leadership in position in each state. When a State Director has been appointed for your state, he will begin overseeing District Captains.

A note on language

As you speak to people about a convention of the states, make sure that you NEVER refer to it as a "constitutional convention". This is **NOT a constitutional convention**, it is a *convention of the states* for the purpose of limiting the power of the federal government. The constitutional convention was the specific convention where the constitution was ratified. When people use this term, hearers are generally concerned that we are seeking to simply rewrite the constitution. This is absolutely incorrect. We are seeking to *amend* the constitution through one of the two methods that the founding fathers outlined in the Constitution.

An effective way to tag line our effort is with the idea that “**our solution is as big as the problem**”. Other organizations, like the Balanced Budget Amendment, seek to call a convention for a single amendment. We agree that topics like balancing the budget will be an important part of saving the country, but it is inaccurate to think that a single amendment can solve the crisis we face today. Under our convention, anything that *seeks to limit the power of the federal government*, can be brought to the floor and discussed.

Remember, this is **NOT a republican or democrat movement**. So be careful to not talk about a Convention of States in terms of liberals and conservatives. This movement benefits everyone. We want to be careful to not alienate any group from supporting it by aligning it with any party or ideological camp.

A few points

What about making flyers, business cards, etc?

We encourage our leaders and volunteers to be creative in their recruitment and education efforts, including designing graphics, presentation, flyers, etc to get out the word. We do ask that you send us any materials you will be distributing for approval before doing so. Since we are operating across the entire country, we want to ensure that our messaging stays consistent, and most importantly, accurate. Email your materials to coscoordinator@selfgovern.com for approval.

Materials that have been approved will be kept on file and may be distributed in other districts/states. Contact Laura Fennig if you would like to receive materials designed by other volunteers.

We also plan to have our material available under the *Information Center* for your use.

What about creating social media like Facebook or Twitter?

At this point and time we ask that you not create any social accounts using the Convention of States likeness or name for reaching out to people. At some point, this may become necessary, but wait for the go-ahead from us. In the meantime, you can certainly refer people to our Facebook (<https://www.facebook.com/conventionofstates>), Twitter (@COSProject) and webpage (www.ConventionofStates.com).

Who should contact my State Legislators?

Anyone can contact representatives to voice their support. We certainly encourage this and would instruct people to include a copy of our model Application for States for a convention (located under the *Information Center* on our homepage). At times, however, we will want to create a coordinated effort to have volunteers contact their State Legislators. For example, when a bill is introduced on the floor, we will be mobilizing a cohesive movement of volunteers to call their reps and say “vote yes for

this bill”. We also want to highly encourage volunteers to show up in-person for any legislative hearings to show support for the bill. We will be contacting the District Captains when we need to organize these events.

Ready to get going?

Action Item: *Can you recruit 5 people to sign up on the COS website, and schedule a time to present to a local organization?*