

California Activist '84

Bulletin of the Libertarian Party of California

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MAY, 1984

THE CALM THAT COMES FROM BEING RIGHT

by Perry Willis

Anger must have had its uses once. The burst of energy that comes with anger and allows one to overcome the predator that has just eaten one's best friend is an example of such a use. In most modern conflicts, however, anger merely causes the stomach to turn and the voice to rise, and detracts from, rather than adding to the effort of solving our problems.

Several weeks ago I had the opportunity to experience the futility of anger during a run in with my least favorite institution: the U.S. Federal government.

I was moving from San Diego to Costa Mesa. It was a big job and I was tired and I wanted to get the whole thing over with. Just a few miles outside of San Diego County I had all hopes of an early finish shattered by the appearance of a mile-long traffic jam, which held me up for an hour and a half. What was the cause of this sad event? Not excess traffic or an accident, I assure you. The cause was the INS (Immigration and Naturalization Service), which has a checkpoint located halfway between San Diego and Orange County at which they stop cars for the purpose of catching and manhandling freedom seekers from the south, i.e., "illegal aliens."

The thought that the INS was stealing precious moments of my life for the purpose of harassing poor people who were merely trying to feed their families, and who were making it easier for me to eat in the process, drove me to such fury that I might well have strangled the first INS officer to come into my vision. Fortunately it didn't happen, for by the time I reached the check point it was closed down for the night, and I was free to drive past 55 mph for the rest of my journey.

It's just as well. The act of venting my anger, and having anger cast back at me would only have caused my poor stomach even more distress, and would have done

little to make the enforcement of immigration laws an unconscionable profession.

Two weeks later I was to have another, more pleasant experience involving the INS; this time during the second of my trips with Marshall Fritz. I had travelled with Marshall once before a year earlier during a tour of Los Angeles and had learned a great deal from watching him in action.

One of the most enjoyable things about spending time with Marshall is that he is prone to demonstrations that are not only highly effective, but also humorous, and exhilarating in their boldness. On our first trip together, he decided, as we were walking through Union Station in L.A., that it was about time the LP began an outreach to people who stand in long lines to buy train tickets; obviously an untapped market. So Marshall stopped before this long line of people, pulled up his sleeves as though to reveal the honesty of the deck he was about to deal from, gave a short speech, and then handed a social insecurity card to everyone there. I never would have thought of it! But on our second trip I witnessed something even more unthinkable.

We were driving from San Diego to Riverside, and we were forced to stop at an INS checkpoint. Instead of continuing when he was waved on Marshall began to talk to the INS officer. In a calm and reasonable fashion he explained why immigration laws are wrong, and why the job that the officer was performing was very similar to that performed by the Gestapo. Unexpectedly, the officer showed interest in what Marshall was saying and asked him to pull to the side of the road so they could talk more. Several other officers joined in, and for a few moments there was calm and friendly discussion of libertarian principle. No minds were changed that day, but the doors of a few minds were opened just a little bit. How different it would have been had the first knocks on those doors been ones of anger.

The lesson here is that right must be nothing more than what it is in order to convince. It need not be loud or boisterous, nor be clothed in words of righteousness. It must merely be right, and be expressed in the calm and confident voice in which we all speak when we are secure in the knowledge that we are right. This is one of the keys to long-term success for the Libertarian movement. We know that two plus two is four, and all the shouting in the world will not convince us that two plus two is actually five. Neither need we shout in order to convince the rest of the world that libertarianism is right. We must merely speak our mind, and be patient.

One of the values that can come to any Libertarian as a result of travelling with Marshall is that you get to gain, for a very small investment, knowledge about how to speak with calm confidence, from a person who has paid for this privilege with long hours of hard work and practice. I recommend the experience to everyone in the LPC.

Inside this issue:

Bob Lehman describes the "Blue Card System"

California Activist Reprints now available

Committee for Party Renewal wins lawsuit in California

Calendar of Upcoming Events throughout the state in May

The Marshall Plan

THE MARSHALL PLAN
Marshall William Fritz, Executive Director

It's been a very good month.

We have over 190 pledgers, we are improving administrative procedures and response time and our first two chairs' workshops were both outstanding successes!

Ride-along: Northern Vice Chair **Dennis Schlumpf** did a one day ride along with me during this last month, and Bergland for President Finance Director **Perry Willis** (San Diego) rode shotgun for two days. We made joint calls on Californians who are famous, wealthy, influential and/or talented.

The presence of Dennis or Perry helped me sharpen my pre-call planning and was especially helpful in the post-call analysis. Both told me they learned a great deal too and really enjoyed themselves.

If you would like an exciting day or two in the territory, call or write. These dates are open: NOCAL, June 8-12 and July 6-10; SOCAL, June 21-26 and July 20-24.

* * * * *

VIPs: The 15 minute visit I'd planned with **Bobbie Gentry** turned into 90 at her insistence. I played hard-to-get but she tore down my feeble defenses with excellent questions about property tax, inflation and foreign policy. (She liked our positions on all three.)

As those who are close to the Executive Director project are aware, making various breakthroughs is only 1/3 of my job. The next third is to inspire and teach volunteers so the expertise grows and grows. With this in mind, I've asked LPC Secretary **Jerry Douglas** to be available to Bobbie to answer questions. Let's have lots of us talking with celebrities!

It's tempting to think our troubles will be over when celebrities join us and endorse candidates. Deep down we all wish for such a magic wand that will bring "liberty in our time". Deeper down I think we know there is no wand. Hard work is the answer; celebrity endorsements will help.

(The other third is raising the money to pay for the first 2/3rds.)

Inspiration: I enjoyed a visit from Montana Libertarian **Larry Dodge**. We discussed the four phases of a new idea (preposterous, bold, chic, popular) and compared notes on our progress. I categorized California as halfway between phase 1 and 2, and after seeing the excellent treatment Libertarians receive in the Montana press, I think they are 7/8ths of the way to "bold".

Just think of how small the slavery abolition movement was in 1800. It must have looked hopeless. "Everybody" knew that slavery was morally justified and absolutely necessary if you wanted to have a productive society. Yet the idea of freeing the slaves went through the four phases in less than a single lifetime. Yes, there is hope -- great hope -- that we will see our ideas prevail in our lifetime!

* * * * *

Growth: State Chair **Jack Dean** and I have been working with several direct response professionals. We are developing a plan to use the mails to increase membership and raise money. Our first piece is designed to help local regions increase membership by recruiting registered Libertarian voters to come to the Introduction Evening.

The most exciting development of the month was the success of an idea by **Joel Perlin** (San Diego). Joel had been favorably impressed with libertarianism by his friend **Jack Sanders** (San Diego), Past State Chair, and attended the March Intro in San Diego. He joined the party on the spot, and during the feedback session suggested that I should give people the chance to join the party at the end of the evening. So the next night in Riverside I tried it.

Instead my regular close to buy \$3.00 worth of literature and go home and read, I tried a real close where I described the LPC and how a person benefits from joining. Of the twelve non-members in the audience that night, eight joined on the spot and a ninth sent his money in a week later. **75% !!!**

Other Intro Evenings have achieved 35-50% sign-up, but this really surprised me. So our next step is to test and see if such high productivity is repeatable. The leaders in these chapters have decided to reach for an audience of 40-50 people for their next Intro:

CHAPTER	CHAIR	DATE
Grass Valley	Jim Hosbein	5/4
E. San Gabriel	Gail Lightfoot	5/18
San Fernando	Susan Bell	5/22
San Mateo	Dave Bell	6/11
Orange	Ray Cullen	6/26

* * * * *

Leadership Development: **Dennis Schlumpf** and **Sam Treynor** have each conducted a successful Chair's Workshop. Sam & Dennis are the Southern & Northern Vice Chairs. The SOCAL workshop was hosted by **Sylvia Barton** (L.A. 66 South Bay) and attended by 8 chapter chairs:

Kern	Dan Lucas
San Fernando	Susan Bell
West Los Angeles	Neal Donner
Central L. A.	Laurel Fest
Downey/Whittier	Terry Holloway
South Bay	Carolyn Treynor
E. San Gabriel	Gail Lightfoot
Orange	Ray Cullen

Also attending were **Cal Wallis** (E. San Gabriel), **Don Phillips** (San Bernardino), **Bob Gaede** (Kern) and LPC Secretary **Jerry Douglas**.

The NOCAL workshop was hosted by **Hank James** (Contra Costa) and attended by 10 chapter chairs:

Alameda	Fred Foldvary
Butte	Harry Pendery
Contra Costa	Hugh McLean
Fresno	Bob Subers
Lake	Randy Grindle
Monterey	Robert Ratto
Placer	Bruce Daniel
San Francisco	Mark Pickens
San Mateo	Dave Bell
Santa Clara	Jim Wilson

Also attending were **Tom Rose** (Stanislaus), **George Schwappach** (San Joaquin), **Carl Aagaard** (Mendocino), **Dave & Cora Hanley** (San Mateo), **Mark Schermerhorn** (Fresno), **Bruce Kramer & Philip Mitchell** (Contra Costa), **Adam Sparks** (San Francisco) and LPC Treasurer **Steve Alexander**.

By Bob Lehman

WINS LAWSUIT

Has your local LPC organization stamped out government oppression in your city? Are your public meetings always filled to capacity? Do you have enough LPC members in your area to carry out all the projects you can think of?

If your answer to any of the above questions is "no," then obviously you have a need for more members in your local group. Perhaps you could profit by using the new "Blue Card" System to follow up on people in your area who request information from the Bergland for President campaign, or the National LP office.

This system, designed by LPC Executive Director Marshall Fritz for the Bergland for President campaign, makes following up on inquiries easier than it has been in the past, for four principal reasons:

1. The 5x8 blue index card has several preprinted blocks for recording information about the prospect, as it becomes available. Eventually, the information will enable you to find the prospect's "hot button" that will make him or her want to become active.
2. Each card forms a permanent record of phone conversations with the prospect, so that local activists can take turns trying different approaches, and the prospect will get the idea that several people are interested in him or her.
3. Sample telephone scripts are provided, which do not have to be followed, but which demonstrate the importance of having a clearly defined objective for each phone call. Instead of calling the prospect with a vague idea that you want to answer all his or her questions so that he or she will join the LPC, come to your next meeting, contribute to the Bergland campaign, and become active, you could make the objective for your first call to simply find out what the prospect's questions are, and issue an invitation to a meeting.
4. As of May 14, 1984, names will be sent to county and regional coordinators within one week after their receipt by BFP headquarters. Thus, you can begin following up while the inquirer's interest is still fresh.

In a rare victory for freedom of association, Judge Marilyn Hall Patel ruled from the bench on Monday April 9, regarding the lawsuit submitted by the law firm of Morrison and Foerster on behalf of the California Committee for Party Renewal that requested more freedom for political parties in California to organize as they see fit, rather than being forced to abide by the election code, and asked that parties be allowed to endorse in primary election races and in non-partisan races.

Judge Patel ruled in favor of two of our three causes of action and left the third cause of action, endorsement in non-partisan races, open pending the results of a similar case currently before the California Supreme Court.

More details will follow her written decision.

GOOD SHOW!

Libertarian Ernest Curtis placed third in the April 20 election for Los Alamitos (Orange County) city council. Curtis was backed by anti-tax activist Paul Gann and by a local citizens group that had opposed subsidies to a business development. Curtis spoke out against zoning in the course of the campaign. Two seats were at stake in the election. Curtis, who is a physician, received coverage of his views in the Los Angeles Times and the Orange County Register.

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If you would like help follow up on inquiries in your area, just send a note to the Blue Card Coordinator: Bob Lehman, 691 S. Irolo Street #1008, Los Angeles, CA 90005, and I'll pass it along to your local coordinator with the next week's batch of Blue Cards.

The California Activist almost met its demise two months ago, when the LPC State Executive Committee voted to fund an alternate publication. Because of ambiguities and uncertainties in that alternate proposal, I was asked to continue the Activist for two more months, while proposals were again solicited.

I hope that the Activist will be allowed to continue. However, just in case the Executive Committee does not budget for continuing publication of the Activist, I would like now to tell you what I have tried to do with the Activist in the two years I have edited it, and why.

My primary reason for producing the Activist, on a very tight budget and with little fanfare and few flourishes, was this: to let you know, and keep letting you know each month, that you are not alone out there in your struggle for more freedom in your life here in California. You are joined in that struggle by many sung (but, more likely) unsung heroes of the LPC. I have tried to let you know about these people because I know how much I need that kind of moral support to keep going sometimes.

The Activist has also provided a means of communication throughout our organization. It has given the officers and Executive Director a chance to communicate with you, and, through articles, and in the monthly calendar of events, you can communicate with each other, and local organizations can "cross-fertilize" each other with ideas about projects, campaign techniques, and programs.

The Activist has not tried to replace Caliber with long articles analyzing issues--I don't have the space or the expertise to do this.

Whether or not a talented activist comes forward to do a "Caliber-type" project again, we must have an on-going, monthly vehicle of communication for our members throughout the state if we are to maintain a vital LPC organization.

Whatever the fate of the Activist, I have thoroughly enjoyed editing it, and I hope you have all enjoyed reading it, and that it has been helpful to you.

--Mary T. Gingell



LOCAL BERGLAND CAMPAIGN COORDINATORS
NAMED

Coordinators for the Bergland for President campaign have been appointed in three California regions by Bob Lehman, California Bergland for President (BFP) Coordinator. They are:

- Alameda Mark Tarses
(415) 843-4019
- Lake Randall Grindle
(707) 994-4817
- Los Angeles--64 Laurel Fest
(818) 241-1881

Lehman expects to have coordinators in most counties and regions by mid-May. "I have several people in mind to ask in some of the larger counties, but I have been soliciting input from county chairs before making appointments," says Lehman. "The county chairs are usually the people in the best position to know the strengths and weaknesses of the LPC in their county, and their input has been invaluable to me."

County and regional BFP coordinators are expected to work with local LPC activists and candidates to develop plans and goals for the Bergland campaign in their areas.

UPCOMING WORKSHOPS

The following workshops are available to members at no charge. If you would like to attend talk with your chair or the appropriate vice chair.

- SOCAL (S. Treynor 213-546-2846)
 - Introducers 5/19
 - Computerized List Mgmt 6/23
 - Chair's Development 6/24
 - Telemarketing 7/15
- NOCAL (D. Schlumpf 916-525-6202)
 - Prospecting 6/09
 - Introducers 6/10
 - Chair's Development 7/07

**CALIFORNIA ACTIVIST REPRINTS
AVAILABLE**

The articles listed below

The articles listed below have been printed in California Activist during the last two years. Copies of these articles are available for \$1 apiece, or \$10 for the entire set. Send order, with payment made out to Libertarian Party of California, to 1525 Mesa Verde Dr., East, Suite 105W, Costa Mesa, CA 92626.

- Preparing Background Material for the Media
- Introducing Yourself to the Media
- Planning A Libertarian Campaign Fundraising
- Help!! (tips for last-minute campaign activities)
- Panel Debate
- How to Introduce Libertarianism To Your Friends Without Appearing to be a Fool (part 1)
- How To . . . (part 2)
- My Friendly Reporter
- Selling Freedom on the Phone
- Dealing with the Tough Questions
- Libertarianism Can Win in California in 1984
- How to Win Members and Influence Prospects
- Libertarians Can Question Candidates, Too
- Nice Guys Finish First
- Letters to the Editor

DECMATE II Access... Do you have access to a Decmate II with 5" diskettes? The executive director does all his writing on such a machine and every once in a while could sure use an hour or two while on the road.

THUNDERBOLT
Marshall William Fritz

Have you ever seen a plaque that hit you like a thunderbolt?

When I read the "Busy Man's Creed" in the office of Dick Wood it was if every sentence was specifically written to help me on this job as Executive Director. Here it is, slightly updated to a less sexist modern style.

THE BUSY PERSON'S CREED

I believe in the stuff I am handing out, in the firm I am working for, and in my ability to get results.

I believe that honest stuff can be passed out to honest people by honest methods. I believe in working, not weeping; in boosting, not knocking; and in the pleasure of my job.

I believe that a person gets what he goes after; that one deed done today is worth two deeds tomorrow, and that no one is down and out until he has lost faith in himself.

I believe in today and the work I am doing; in tomorrow and the work I hope to do; and in the sure reward which the future holds.

I believe in courtesy, in kindness, in generosity, in good cheer, in friendship, and in honest competition. I believe there is something doing somewhere for every person ready to do it. I believe I am ready -- **RIGHT NOW!**

Author unknown

Dick is a friend of Bob Glassco (L.A. 64 Pasadena) and a friend of liberty. (He contributed the printing of 20,000 copies of our recruiting brochure, Why The Libertarian Party Is for YOU!.)

BERGLAND for PRESIDENT

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100+	6.00 each		Bumperstrips:		
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UPCOMING EVENTS AND LOCAL CONTACTS

<u>Region</u>	<u>Upcoming Activity</u>	<u>For More Info Contact:</u>
1. Alameda	May 10, 7:30P.M., Business Meeting: Discussion of Local Activities	Chair, Fred Foldvary, 415-548-3776
4. Butte		Chair, Harry Pendery, 916-877-7652
7. Contra Costa	May 9, 7:30P.M., Eminent Domain: Developments in Contra Costa County	Chair, Hugh McLean, 415-234-7809
10. Fresno	May 9, 8 P.M., Can Fresno Survive Nuclear Winter? (Howard Maccabee)	Chair, Bob Subers, 209-299-7294
15. Kern	May Meeting, Jury Nullification (Dick Bilas)	Chair, Dan Lucas, 805-366-6660
17. Lake	Literature Table every Saturday at Post Office	Chair, Randy Grindle, 707-994-4817
21. Marin	Free Marin Supper Club, May 2: War is the Health of the	Chair, Dan Dougherty, 415-454-2454
27. Monterey		Chair, Bob Ratto, 408-424-3143
29. Nevada	May 5, 9 A.M.-Noon, Organizing Meeting	Interim Chair, Jim Hosbein, 916-273-9174
30. Orange	Central Committee, May 8, 7:30P.M. OC Supper Club (Liberty Forum), May 17, 6:30P.M., Fractional Reserve Banking (Jeff Hummel)	Chair, Ray Cullen, 714-754-4053 714-975-0905
31. Placer		Executive Director, Jim McClarin, 916-663-2568
32. Riverside		Chair, Darlene Brinks, 714-684-3951
37. San Diego	May 15, Mayoral Candidate Debate	Program Chair, Eunice Sperlein, 619-692-4305
38. San Francisco	May 9, 7:30P.M.	Chair, Mark Pickens, 415-864-0952
39. San Joaquin		Chair, Deb Horner, 209-957-7797
41. San Mateo	May 10, 6 P.M. Social, 7 P.M. Dinner, 8 P.M. Speaker: Margaret Thatcher's England (John Blundell)	Chair, Dave Bell, 415-365-9102
42. Santa Clara	May 17, 8 P.M., Discussion of Strategy for Upcoming	Chair, Jim Wilson, 408-CRY-FREE
44. Santa Cruz		Chair, Tim Kilburn, 408-688-1376
49. Sonoma		Chair, Jum Oglesby, 707-823-5261
54. Tulare		Chair, Hartune Neffian, 209-732-5674
61. San Fernando Valley		Chair, Susan Rowan Bell, 805-252-3250
62. West LA		Chair, Neal Donner, 213-477-6462
63. Glendale-Pasadena	May meeting, Problems of Anarchy (Dick Eagleson)	Chair, Steve Malmberg, 213-257-9491
64. Central LA		Chair, Laurel Fest, 818-241-1881
65. Downey		Chair, Terry Holloway, 213-925-7235
66. South Bay	May 10, Program to be arranged	Chair, Carolyn Treynor, 213-546-2846
67. East San Gabriel	May 18th, Intro to Libertarianism, 7 P.M.	Chair, Gail Lightfoot, 714-599-1627

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LIBERTARIAN PARTY OF CALIFORNIA PLEDGE CLUBS

Our monthly pledge program offers options for every level of financial ability. Please help provide the ongoing financial support necessary to make the Libertarian Party's message of freedom heard throughout California.

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