### **Appendix 1: Treatment language**

Control (C): "Have you considered running for office?"

"Less Competitive" (T1): "Your chance of being elected may be better than you think – nearly half of seats are uncontested in Utah elections."

"Competitive" (T2): "Do you like debating about politics and thrive in *competitive* environments?"

"Qualified" (T3): "You're in the top 10% of our most active party supporters, making you *highly qualified* to run for office."

"Challenging qualifications" (T4): "Do you think you have the *qualifications* it takes to run for office?"

"Service" (T5): "Do you want to *make a difference* by improving the lives of your family and community members?"

"Resources and support" (T6): "Learn about resources and support available to run for office."

"Time commitment" (T7): "Did you know that almost all elected offices in Utah are part-time positions?"

"Election rates" (T8): "Did you know that when women run, they fundraise and win elections at the *same* rate as men?"

"Civic duty" (T9): "One of the deepest manifestations of *civic responsibility* is running for office.' – Chair of the Utah County Republican Party"

"Women's appeal" (T10): "Nowhere outside the maternal circle does *woman* shine in her full glory as on the *[political] platform*." - Martha Hughes Cannon, Utah Pioneer & America's 1st Female State Senator" (Sent to women only)

## **Appendix 2: Exit Survey**

### Prospective Candidate Information Seminar Exit Survey

Thank you for attending our seminar. We would like to learn about your experience. Your responses will be kept confidential. Please return your completed survey to seminar staff prior to leaving the event.

1. What motivated you to attend this seminar?									
	☐ I wanted help on how to run for office in a future election								
	☐ I wanted to support another person considering running for office								
	□ Other (specify):								
2.	2. On a scale from 1 to 5, how would you rate your overall satisfaction with the information s	eminar?							
	(1=Very dissatisfied to 5=Very satisfied)								
3.	3. What topics were most interesting to you?								
-	or warm representation and the second								
4.	4. What other topics would you have liked to learn about?								
5.	5. How many candidate trainings or seminars have you been to before?								
	$\square$ 0 $\square$ 1 $\square$ 2 $\square$ 3 or more								
6.	6. Do you have any comments or suggestions for improving our training seminars?								
7.	7. On a scale from 1 to 5, how likely would you be to recommend a seminar like this to a frie	nd who is							
	considering running for office? (1=Very dissatisfied to 5=Very satisfied)								
^	0 WI:1 4 I/) 6 4 4 I 44 : 1:1 : 0								
8.	8. Which method(s) of contact about the seminar did you receive?								
	☐ Initial ☐ Phone ☐ Email ☐ Reminder postcard postcard								
	postcard								
9.	9. In the future, which method(s) of contact about the seminar would you suggest we use?								
	□ Initial □ Phone □ Email □ Reminder								
	postcard postcard								
10	10. Before and after attending the seminar, how likely are you to run for political office in a fu election?	ture							
	Very Likely Likely Unlikely Very Unlikely								
	after attending $\Box$ $\Box$								

11. **Why** are you likely or unlikely to run for office?

12. For which office(s) are you interested in running? Check all that apply.									
□ School Board			□ Governor						
☐ City, County, or Town Council			☐ U.S. House of Representatives						
□ Mayor			□ U.S. Senate						
□ State Legislator			□ President						
□ Statewide Office	e (i.e. AG)		Other (specify):						
	attending the semi candidate for off		ow likely is it tha	at you would win y	your first campaign if you				
	Very Likely	Like	ely Unlikely	Very Unlikely					
before attending									
after attending									
<ul><li>□ Very Qualified</li><li>□ Qualified</li><li>□ Somewhat Q</li><li>□ Not At All Q</li></ul>	☐ Qualified ☐ Somewhat Qualified								
15. Have any of the f	ollowing individu	als ev	er suggested that	you run for office	e? Check all that apply.				
☐ Official from a J	political party		Spouse or partner	er					
☐ Elected official			Family member						
□ Non-elected pol	itical activist		Co-worker or bu	isiness associate					
☐ Friend or acquain	ntance		Other (specify):						

Thank you for completing the survey and for attending the seminar. Please return this completed survey to seminar staff before you leave.

### **Appendix 3: Invitations**

Have you considered running for office?

You are cordially invited to join us for a

### Prospective Candidate Information Seminar

SATURDAY, JUNE 8, 2013 9:00 A.M. - 12:00 NOON MARRIOTT HOTEL & CONFERENCE CENTER 101 W 100 N · Provo, UT 84601

Attend this free seminar to learn the steps to run for local, state, or federal office.

#### TOPICS COVERED DURING THE SEMINAR:

- Increasing name recognition
- Developing the campaign message
- Organizing a campaign team & managing campaign logistics
- Demystifying fundraising and networking

To learn more and RSVP, visit our event website at civicinvolvement.org.

Please log in with this username:

Registration is free, but seating is limited so don't delay! The registration deadline is Friday, May 31, 2013. Participants may bring a guest. Dress is casual.

Refreshments will be provided. We look forward to seeing you at the seminar.





Your chance of being elected may be better than you think - nearly half of seats are uncontested in Utah elections.

You are cordially invited to join us for a

### Prospective Candidate Information Seminar

SATURDAY, JUNE 8, 2013 9:00 A.M. – 12:00 NOON Marriott Hotel & Conference Center 101 W 100 N · Provo, UT 84601

Attend this free seminar to learn the steps to run for local, state, or federal office,

#### TOPICS COVERED DURING THE SEMINAR:

- Targeting the right office
- Increasing name recognition
- Developing the campaign message Organizing a campaign team & managing campaign logistics
- Demystifying fundraising and networking

#### How to Register:

To learn more and RSVP, visit our event website at civicinvolvement.org.

Please log in with this username

Registration is free, but seating is limited so don't delay! The registration deadline is Friday, May 31, 2013. Participants may bring a guest. Dress is casual.

Refreshments will be provided. We look forward to seeing you at the seminar.



INVOLVEMENT

Do you like debating about politics and thrive in *competitive* environments?

You are cordially invited to join us for a

#### Prospective Candidate Information Seminar

SATURDAY, JUNE 8, 2013 9:00 a.m. – 12:00 noon Marriott Hotel & Conference Center 101 W 100 N · Provo, UT 84601

Attend this free seminar to learn the steps to run for local, state, or federal office.

#### TOPICS COVERED DURING THE SEMINAR:

- Beating your opponent
- Increasing name recognition Developing the campaign message
- Organizing a campaign team & managing campaign logistics Demystifying fundraising and networking

#### How to Register:

To learn more and RSVP, visit our event website at civicinvolvement.org Please log in with this username:

Registration is free, but seating is limited so don't delay! The registration deadline is Friday, May 31, 2013. Participants may bring a guest. Dress is casual.

Refreshments will be provided. We look forward to seeing you at the seminar.



INVOLVEMENT

You're in the top 10% of our most active party supporters,

making you highly qualified to run for office.

You are cordially invited to join us for a

#### Prospective Candidate Information Seminar

SATURDAY, JUNE 8, 2013 9:00 A.M. – 12:00 NOON MARRIOTT HOTEL & CONFERENCE CENTER 101 W 100 N · PROVO, UT 84601

Attend this *free* seminar to learn the steps to run for local, state, or federal office.

#### TOPICS COVERED DURING THE SEMINAR:

- Highlighting your qualifications to voters
- Increasing name recognition Developing the campaign message
- Organizing a campaign team & managing campaign logistics Demystifying fundraising and networking

#### How to Register:

To learn more and RSVP, visit our event website at civicinvolvement.org. Please log in with this username:

Registration is free, but seating is limited so don't delay! The registration deadline is Friday, May 31, 2013. Participants may bring a guest. Dress is casual.

Refreshments will be provided. We look forward to seeing you at the seminar.



INVOLVEMENT

Do you think you have the qualifications it takes to run for office?

You are cordially invited to join us for a

### Prospective Candidate Information Seminar

SATURDAY, JUNE 8, 2013 9:00 A.M. - I2:00 NOON MARRIOTT HOTEL & CONFERENCE CENTER
101 W 100 N · Provo, UT 84601

Attend this free seminar to learn the steps to run for local, state, or federal office.

#### TOPICS COVERED DURING THE SEMINAR:

- Evaluating your skills and experience
- Increasing name recognition
- Developing the campaign message
- Organizing a campaign team & managing campaign logistics Demystifying fundraising and networking

#### How to Register:

To learn more and RSVP, visit our event website at civicinvolvement.org.

Please log in with this username:

Registration is *free*, but seating is limited so don't delay! The registration deadline is Friday, May 31, 2013. Participants may bring a guest. Dress is casual

Refreshments will be provided. We look forward to seeing you at the seminar.





Do you want to make a difference by improving the lives of your family and community members?

You are cordially invited to join us for a

### Prospective Candidate Information Seminar

SATURDAY, JUNE 8, 2013 9:00 A.M. – 12:00 NOON MARRIOTT HOTEL & CONFERENCE CENTER 101 WEST 100 NORTH · PROVO, UTAH 84601

Attend this *free* seminar to learn the steps to run for local, state, or federal office.

#### TOPICS COVERED DURING THE SEMINAR:

- Getting your cause on the political agenda
- Increasing name recognition
- Developing the campaign message
- Organizing a campaign team & managing campaign logistics Demystifying fundraising and networking

#### How to Register:

To learn more and RSVP, visit our event website at civicinvolvement.org. Please log in with this username:

Registration is *free*, but seating is limited so don't delay! The registration deadline is Friday, May 31, 2013. Participants may bring a guest. Dress is casual.

Refreshments will be provided. We look forward to seeing you at the seminar.



INVOLVEMENT

Learn about resources and support available to run for office.

You are cordially invited to join us for a

### Prospective Candidate Information Seminar

SATURDAY, JUNE 8, 2013 9:00 A.M. - I2:00 NOON MARRIOTT HOTEL & CONFERENCE CENTER 101 W 100 N · PROVO, UT 84601

Attend this free seminar to learn the steps to run for local, state, or federal office.

#### TOPICS COVERED DURING THE SEMINAR:

- Learning about available resources
- Increasing name recognition
- Developing the campaign message
- Organizing a campaign team & managing campaign logistics Demystifying fundraising and networking

#### HOW TO REGISTER:

To learn more and RSVP, visit our event website at civicinvolvement.org. Please log in with this username:

Registration is *free*, but seating is limited so don't delay! The registration deadline is Friday, May 31, 2013. Participants may bring a guest. Dress is casual.

Refreshments will be provided. We look forward to seeing you at the seminar.



INVOLVEMENT

Did you know that almost all elected offices in Utah are part-time positions?

You are cordially invited to join us for a

### Prospective Candidate Information Seminar

SATURDAY, JUNE 8, 2013 9:00 A.M. – 12:00 NOON Marriott Hotel & Conference Center 101 W 100 N . PROVO, UT 84601

Attend this free seminar to learn the steps to run for local, state, or federal office.

#### TOPICS COVERED DURING THE SEMINAR:

- Targeting the right office
- Increasing name recognition
- Developing the campaign message
- Organizing a campaign team & managing campaign logistics
- Demystifying fundraising and networking

#### HOW TO REGISTER:

To learn more and RSVP, visit our event website at civicinvolvement.org.

Please log in with this username:

Registration is *free*, but seating is limited so don't delay! The registration deadline is Friday, May 31, 2013. Participants may bring a guest. Dress is casual.

Refreshments will be provided. We look forward to seeing you at the seminar.





Did you know that when women run, they fundraise and win elections at the same rate as men?

You are cordially invited to join us for a

### Prospective Candidate Information Seminar

SATURDAY, JUNE 8, 2013 9:00 a.m. – 12:00 noon Marriott Hotel & Conference Center 101 W 100 N · Provo, UT 84601

Attend this free seminar to learn the steps to run for local, state, or federal office.

#### TOPICS COVERED DURING THE SEMINAR:

- Hearing from successful male and female politicians
- Increasing name recognition
- Developing the campaign message Organizing a campaign team & managing campaign logistics
- Demystifying fundraising and networking

#### How to Register:

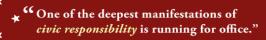
To learn more and RSVP, visit our event website at civicinvolvement.org. Please log in with this username:

Registration is free, but seating is limited so don't delay! The registration deadline is Friday, May 31, 2013. Participants may bring a guest. Dress is casual.

Refreshments will be provided. We look forward to seeing you at the seminar.







David Acheson Chair of the Utah County Republican Party

You are cordially invited to join us for a

### Prospective Candidate Information Seminar

SATURDAY, JUNE 8, 2013 9:00 a.m. – 12:00 NOON Marriott Hotel & Conference Center 101 W 100 N · Provo, UT 84601

Attend this free seminar to learn the steps to run for local, state, or federal office.

#### TOPICS COVERED DURING THE SEMINAR:

- Hearing from officials committed to public service
- Increasing name recognition
- Developing the campaign message Organizing a campaign team & managing campaign logistics
- Demystifying fundraising and networking

#### How to Register:

To learn more and RSVP, visit our event website at civicinvolvement.org. Please log in with this username:

Registration is free, but seating is limited so don't delay! The registration deadline is Friday, May 31, 2013. Participants may bring a guest. Dress is casual.

Refreshments will be provided. We look forward to seeing you at the seminar.







You are cordially invited to join us for a

#### Prospective Candidate Information Seminar

SATURDAY, JUNE 8, 2013 9:00 a.m. – 12:00 NOON Marriott Hotel & Conference Center 101 W 100 N · Provo, UT 84601

Attend this free seminar to learn the steps to run for local, state, or federal office.

#### Topics covered during the seminar:

- Balancing politics with family life
- Increasing name recognition
- Developing the campaign message
   Organizing a campaign team & managing campaign logistics
- Demystifying fundraising and networking

#### How to Register:

To learn more and RSVP, visit our event website at civicinvolvement.org.

Please log in with this username:

Registration is free, but seating is limited so don't delay! The registration deadline is Friday, May 31, 2013. Participants may bring a guest. Dress is casual.

Refreshments will be provided. We look forward to seeing you at the seminar.





# **Appendix 4: Registration Survey**

# Prospective Candidate Information Seminar Registration Survey

Q1 To RSVP to the Prospective Candidate Information Seminar, please fill out this form.
Q2 Would you like to register to attend the seminar?
O Yes O No
Q3 Thank you for your interest in attending our free seminar. Please fill out the following information to register for the seminar, which will provide you with the information you need in order to make the decision to run.
Q4 Registration Information:
Preferred First Name: Last Name: Email: Phone Number: City of Residence: Username (on invitation)
Q5 What topics (whether listed on the invitation or not) would help you the most with deciding to run for office and organizing your campaign?
Q6 Do you intend to bring a guest?
<ul><li>Yes</li><li>Maybe</li><li>No</li></ul>
Q7 If yes, please fill out registration information for your guest:
Preferred First Name:  Last Name: Email: Phone Number: City of Residence: Relation to you:

and confidential.						
Q9 Have you run for office before?						
O Yes O No						
Q10 (Displayed if Yes is selected for Q9) Which office(s) have you run for?						
Q11 What is your experience, if any, in politics? (Experience is not required)						
Q12 Why are you interested in considering running for office?						
Q13 Birth year:						
Q14 Gender:						
<ul><li>Male</li><li>Female</li><li>Prefer not to say</li></ul>						
Q15 Race/ethnicity:						
<ul> <li>American Indian / Native American</li> <li>Asian</li> <li>Black / African American</li> <li>Hispanic / Latino</li> <li>White / Caucasian</li> <li>Pacific Islander</li> <li>Other</li> <li>Prefer not to say</li> </ul>						
Q16 Marital status:						
<ul> <li>Married</li> <li>Widowed</li> <li>Divorced</li> <li>Separated</li> <li>Single, never married</li> <li>Partnered, not married</li> <li>Prefer not to say</li> </ul>						

Q8 We would like to get to know you before the seminar. Please answer the questions below about your experience in the political field and basic demographic information. Your responses will remain secure

Q1	7 Highest level of education completed:
O	Less than high school
$\mathbf{O}$	High school graduate - (e.g.: diploma, GED)
$\mathbf{O}$	Some college credit, but less than 1 year
$\mathbf{O}$	1 or more years of college, no degree
O	Associate degree (e.g.: AA, AS)
0	Bachelor's degree (e.g.: BA, AB, BS)
O	Master's degree (e.g.: MA, MS, MSW, MBA)
O	Professional degree (e.g.: MD, DDS, LLB, JD)
O	Doctorate degree (e.g.: PhD, EdD)
0	Prefer not to say
Q1	8 Current employment status:
0	Employed full time
$\mathbf{O}$	Employed part time
0	Unemployed / Looking for work
O	Unemployed / Not looking for work
O	Student, not working
O	Student, working
O	Homemaker
	Retired
O	Unable to work
0	Prefer not to say
Q1:	9 Occupation:

Q20 Not counting religious organizations, how many civic or community organizations do you belong to (examples include the Kiwanis Club, Parent-Teacher Association, or League of Women Voters)?
<ul> <li>O 0</li> <li>O 1 to 2</li> <li>O 3 to 4</li> <li>O 5 or more</li> </ul>
Q21 Religious preference:
<ul> <li>Protestant Non-Evangelical Christian</li> <li>Roman Catholic</li> <li>LDS / Mormon</li> <li>Evangelical Christian</li> <li>Jewish</li> <li>Muslim</li> <li>Buddhist</li> <li>Hindu</li> <li>Agnostic / Atheist</li> <li>Other</li> <li>No preference / No religious affiliation</li> <li>Prefer not to say</li> </ul>
Q22 Apart from events such as weddings and funerals, how often do you attend religious services?
<ul> <li>Never</li> <li>A few times a year</li> <li>Once a month</li> <li>2-3 times a month</li> <li>Once a week</li> <li>2-3 times a week</li> <li>Daily</li> </ul>
Q23 We're sorry you cannot attend the seminar. We are interested in improving our seminar and would like your feedback as to why you cannot attend the event. Please select the reason(s) why you cannot attend or fill in the reason(s) under "Other" if not already listed.
<ul> <li>□ Date/time conflict</li> <li>□ Too busy in general</li> <li>□ Not interested in running for office</li> <li>□ Interested in running, but don't need assistance</li> <li>□ Other</li> </ul>

Q24 Would you like to receive an information packet by email about running for office, campaigns, and elections in general?
O Yes O No
Q25 (Displayed if Yes was selected for Q24) Thank you for your interest in receiving a candidacy information packet. What is your name, username (found on your invitation), and email address?*Your information will be protected and will only be used to send this packet.
Name:
Username:
Email:

# Appendix 5: Follow-up message distribution

Table 1: Distribution of Follow Up Messages by Treatment across Gender

Variable	Rob	ocall		Email Reminder		
	Male	Female	Male	Female		
Control	0.608	0.715**	0.666	0.573**		
	(0.021)	(0.019)	(0.020)	(0.021)		
Less Competitive	0.642	0.695*	0.695	0.575**		
	(0.020)	(0.020)	(0.020)	(0.021)		
Competitive	0.61	0.717**	0.693	0.583**		
	(0.021)	(0.019)	(0.020)	(0.021)		
Qualified	0.604	0.661*	0.661	0.579**		
	(0.021)	(0.020)	(0.020)	(0.021)		
Challenging	0.659	0.688	0.688	0.590**		
Qualifications	(0.020)	(0.020)	(0.020)	(0.021)		
Service	0.653	0.668	0.632	0.575*		
	(0.020)	(0.020)	(0.021)	(0.021)		
Resources &	0.65	0.706**	0.613	0.608		
Support	(0.020)	(0.019)	(0.021)	(0.021)		
Time	0.644	0.709**	0.679	0.589**		
Commitment	(0.020)	(0.019)	(0.020)	(0.021)		
Election Rates	0.662	0.68	0.642	0.582**		
	(0.020)	(0.020)	(0.020)	(0.021)		
Civic Duty	0.635	0.684*	0.662	0.609*		
	(0.021)	(0.020)	(0.020)	(0.021)		
Women's Appeal						

Notes: Standard errors are in parentheses.

<sup>\*\*</sup> indicates statistical significance relative to men at the 5 percent level, two-sided t-test The variable named "Women's Appeal" was not included because it was only for women

**Table 2: Distribution of Follow up Messages by Treatment** 

	Robocall	Email Reminder
Control	0.661 (0.014)	0.619 (0.015)
Less Competitive	0.669 (0.014)	0.635 (0.015)
Competitive	0.663 (0.014)	0.638 (0.014)
Qualified	0.632 (0.015)	0.620 (0.015)
Challenging Qualifications	0.673 (0.014)	0.639 (0.014)
Service	0.661 (0.014)	0.603 (0.015)
Resources & Support	0.678 (0.014)	0.611 (0.015)
Time Commitment	0.677 (0.014)	0.634 (0.015)
Election Rates	0.671 (0.014)	0.612 (0.015)
Civic Duty	0.659 (0.014)	0.636 (0.015)
Women's Appeal	0.704* (0.019)	0.558** (0.021)

Notes: Standard errors are in parentheses.

\*\* indicates marginal statistical significance relative to the control at the 5 percent level, two-sided t-test

Table 3: Response Rates of Subjects, by Gender with Restricted Sample

	Male	Female
Percentage of respondents who logged on to the website	1.7% (0.002)	0.7%** (0.001)
Percentage of respondents who registered for the seminar	1.1% (0.002)	0.5%** (0.001)
Percentage of respondents who attended the seminar	0.8% (0.002)	0.5% (0.001)
Number of subjects	3232	3222

Notes: Standard errors in parentheses. \*\* indicates statistical significance at the 5 percent level, two-sided t-test

Table 4: Mean website logins, registrations, and attendance rates by treatment and gender with restricted sample

Variable	Control		Less Competitive		Competitive		Qual	lified
	Male	Female	Male	Female	Male	Female	Male	Female
	0.013	0.007	0.018	0.007	0.018	0.003	0.021	0.011
Website Login	[0.112]	[0.082]	[0.133]	[0.083]	[0.132]	[0.058]	[0.145]	[0.105]
	(0.006)	(0.005)	(0.007)	(0.005)	(0.007)	(0.003)	(0.008)	(0.006)
	0.009	0	0.006	0.003	0.018	0	0.015	0.007
Registered	[0.097]	[0]	[0.077]	[0.059]	[0.132]	[0]	[0.123]	[0.086]
	(0.005)	(0)	(0.004)	(0.003)	(0.007)	(0)	(0.007)	(0.005)
	0.009	0	0.003	0	0.009	0	0.009	0.007*
Attended	[0.097]	[0]	[0.055]	[0]	[0.094]	[0]	[0.097]	[0.086]
	(0.005)	(0)	(0.003)	(0)	(0.005)	(0)	(0.005)	(0.005)
Observations	318	294	336	291	339	294	328	271

Variable		allenging lifications		Service		Resources & Support		Time Commitment	
	Male	Female	Male	Female	Male	Female	Male	Female	
	0.012	0.013	0.016	0.003	0.010	0.006	0.028	0.010*	
Website Login	[0.108]	[0.114]	[0.126]	[0.059]	[0.099]	[0.080]	[0.165]	[0.010]	
_	(0.006)	(0.006)	(0.007)	(0.003)	(0.006)	(0.005)	(0.009)	(0.006)	
	0.009	0.005	0.010	0.004	0.007	0.004	0.016	0.005	
Registered	[0.094]	[0.074]	[0.098]	[0.060]	[0.081]	[0.060]	[0.124]	[0.074]	
C	(0.005)	(0.003)	(0.006)	(0.003)	(0.005)	(0.003)	(0.007)	(0.003)	
	0.003	0.010*	0.010	0.003	0.007	0.010*	0.012	0.007	
Attended	[0.054]	[0.099]	[0.098]	[0.058]	[0.081]	[0.098]	[0.111]	[0.081]	
	(0.003)	(0.006)	(0.006)	(0.003)	(0.005)	(0.006)	(0.006)	(0.005)	
Observations	340	307	311	289	303	309	321	304	

Variable	Election Rates		Civic Duty		Women's Appeal
	Male	Female	Male	Female	Female
	0.006	0	0.025	0.013	0.004
Website Login	[0.079]	[0]	[0.009]	[0.115]	[0.060]
C	(0.004)	(0)	(0.005)	(0.007)	(0.004)
	0.006	0	0.016	0.007	0.007
Registered	[0.079]	[0]	[0.125]	[0.082]	[0.085]
	(0.004)	(0)	(0.007)	(0.005)	(0.005)
	0*	0	0.013	0.007	0.007
Attended	[0]	[0]	[0.112]	[0.082]	[0.085]
	(0)	(0)	(0.006)	(0.005)	(0.005)
Observations	319	289	317	300	274

Notes: Standard deviations are in square brackets. Standard errors are in parentheses.

\* indicates marginal statistical significance relative to the control at the 10 percent level, two-tailed t-test

### **Appendix 6: Robocall Text**

### **Recruitment Message #1:**

Hi, this is Casey Voeks, Chair of the Utah County Republican Party. Have you considered running for office? Our party is sponsoring a Prospective Candidate Information Seminar, which you should have received an invitation in the mail for. It will be on Saturday, June 8<sup>th</sup> at the Provo Marriott Hotel and Conference Center from 9 am – 12 noon. The seminar will cover topics such as increasing name recognition, developing a campaign message and organizing a campaign team. Please remember to register for this exciting event at civicinvolvement.org. We look forward to seeing you there!

### **Recruitment Message #2:**

Hi, this is Casey Voeks, Chair of the Utah County Republican Party. Your chance of being elected may be better than you think – nearly half of seats are uncontested in Utah elections. Our party is sponsoring a Prospective Candidate Information Seminar, which you should have received an invitation in the mail for. It will be on Saturday, June 8<sup>th</sup> at the Provo Marriott Hotel and Conference Center from 9 am – 12 noon. The seminar will cover topics such as increasing name recognition, developing a campaign message and organizing a campaign team. Please remember to register for this exciting event at civicinvolvement.org. We look forward to seeing you there!

### **Recruitment Message #3:**

Hi, this is Casey Voeks, Chair of the Utah County Republican Party. Do you like debating about politics and thrive in competitive environments? Our party is sponsoring a Prospective Candidate Information Seminar, which you should have received an invitation in the mail for. It will be on Saturday, June 8<sup>th</sup> at the Provo Marriott Hotel and Conference Center from 9 am – 12 noon. The seminar will cover topics such as increasing name recognition, developing a campaign message and organizing a campaign team. Please remember to register for this exciting event at civicinvolvement.org. We look forward to seeing you there!

### **Recruitment Message #4:**

Hi, this is Casey Voeks, Chair of the Utah County Republican Party. You're in the top 10% of our most active party supporters, making you highly qualified to run for office. Our party is sponsoring a Prospective Candidate Information Seminar, which you should have received an invitation in the mail for. It will be on Saturday, June 8<sup>th</sup> at the Provo Marriott Hotel and Conference Center from 9 am – 12 noon. The seminar will cover topics such as increasing name recognition, developing a campaign message and organizing a campaign team. Please remember to register for this exciting event at civicinvolvement.org. We look forward to seeing you there!

### **Recruitment Message #5:**

Hi, this is Casey Voeks, Chair of the Utah County Republican Party. Do you think you have the qualifications it takes to run for office? Our party is sponsoring a Prospective Candidate Information Seminar, which you should have received an invitation in the mail for. It will be on Saturday, June 8<sup>th</sup> at the Provo Marriott Hotel and Conference Center from 9 am – 12 noon. The seminar will cover topics such as increasing name recognition, developing a campaign message and organizing a campaign team. Please remember to register for this exciting event at civicinvolvement.org. We look forward to seeing you there!

### **Recruitment Message #6:**

Hi, this is Casey Voeks, Chair of the Utah County Republican Party. Do you want to make a difference by improving the lives of your family and community members? Our party is sponsoring a Prospective Candidate Information Seminar, which you should have received an invitation in the mail for. It will be on Saturday, June 8<sup>th</sup> at the Provo Marriott Hotel and Conference Center from 9 am – 12 noon. The seminar will cover topics such as increasing name recognition, developing a campaign message and organizing a campaign team. Please remember to register for this exciting event at civicinvolvement.org. We look forward to seeing you there!

### **Recruitment Message #7:**

Hi, this is Casey Voeks, Chair of the Utah County Republican Party. Learn about resources and support available to run for office. Our party is sponsoring a Prospective Candidate Information Seminar, which you should have received an invitation in the mail for. It will be on Saturday, June 8<sup>th</sup> at the Provo Marriott Hotel and Conference Center from 9 am – 12 noon. The seminar will cover topics such as increasing name recognition, developing a campaign message and organizing a campaign team. Please remember to register for this exciting event at civicinvolvement.org. We look forward to seeing you there!

### **Recruitment Message #8:**

Hi, this is Casey Voeks, Chair of the Utah County Republican Party. Did you know that almost all elected offices in Utah are part-time positions? Our party is sponsoring a Prospective Candidate Information Seminar, which you should have received an invitation in the mail for. It will be on Saturday, June 8<sup>th</sup> at the Provo Marriott Hotel and Conference Center from 9 am – 12 noon. The seminar will cover topics such as increasing name recognition, developing a campaign message and organizing a campaign team. Please remember to register for this exciting event at civicinvolvement.org. We look forward to seeing you there!

### **Recruitment Message #9:**

Hi, this is Casey Voeks, Chair of the Utah County Republican Party. Did you know that when women run, they fundraise and win elections at the same rate as men? Our party is sponsoring a Prospective Candidate Information Seminar, which you should have received an invitation in the mail for. It will be on Saturday, June 8<sup>th</sup> at the Provo Marriott Hotel and Conference Center from 9 am – 12 noon. The seminar will cover topics such as increasing name recognition, developing a campaign message and organizing a campaign team. Please remember to register for this exciting event at civicinvolvement.org. We look forward to seeing you there!

### **Recruitment Message #10:**

Hi, this is Casey Voeks, Chair of the Utah County Republican Party. David Acheson, former Chair of the Utah County Republican Party said, "One of the deepest manifestations of civic responsibility is running for office." Our party is sponsoring a Prospective Candidate Information Seminar, which you should have received an invitation in the mail for. It will be on Saturday, June 8<sup>th</sup> at the Provo Marriott Hotel and Conference Center from 9 am – 12 noon. The seminar will cover topics such as increasing name recognition, developing a campaign message and organizing a campaign team. Please remember to register for this exciting event at civicinvolvement.org. We look forward to seeing you there!

### **Recruitment Message #11:**

Hi, this is Casey Voeks, Chair of the Utah County Republican Party. Martha Hughes Cannon, Utah Pioneer and America's 1<sup>st</sup> Female State Senator said, "Nowhere outside the maternal circle does woman shine in her full glory as on the [political] platform." Our party is sponsoring a Prospective Candidate Information Seminar, which you should have received an invitation in the mail for. It will be on Saturday, June 8<sup>th</sup> at the Provo Marriott Hotel and Conference Center from 9 am – 12 noon. The seminar will cover topics such as increasing name recognition, developing a campaign message and organizing a campaign team. Please remember to register for this exciting event at civicinvolvement.org. We look forward to seeing you there!

## **Appendix 7: Reminder Email (Control)**



# Prospective Candidate Information Seminar

SATURDAY, JUNE 8, 2013 9:00 A.M. - I2:00 NOON Marriott Hotel & Conference Center 101 W 100 N · Provo, UT 84601

Attend this *free* seminar to learn the steps to run for local, state, or federal office.

### Topics covered during the seminar:

- Increasing name recognition
- Developing the campaign message
  Organizing a campaign team & managing campaign logistics
  Demystifying fundraising and networking

Refreshments will be provided. We look forward to seeing you at the seminar.





# **Appendix 8: Reminder Postcard**

The image cannot be displayed. Your computer may not have enough memory to open the image, or the image may have been corrupted. Restart your computer, and then open the file again. If the red x still appears, you may have to delete the image and then insert it again.
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