

# Herbicides and Private Property

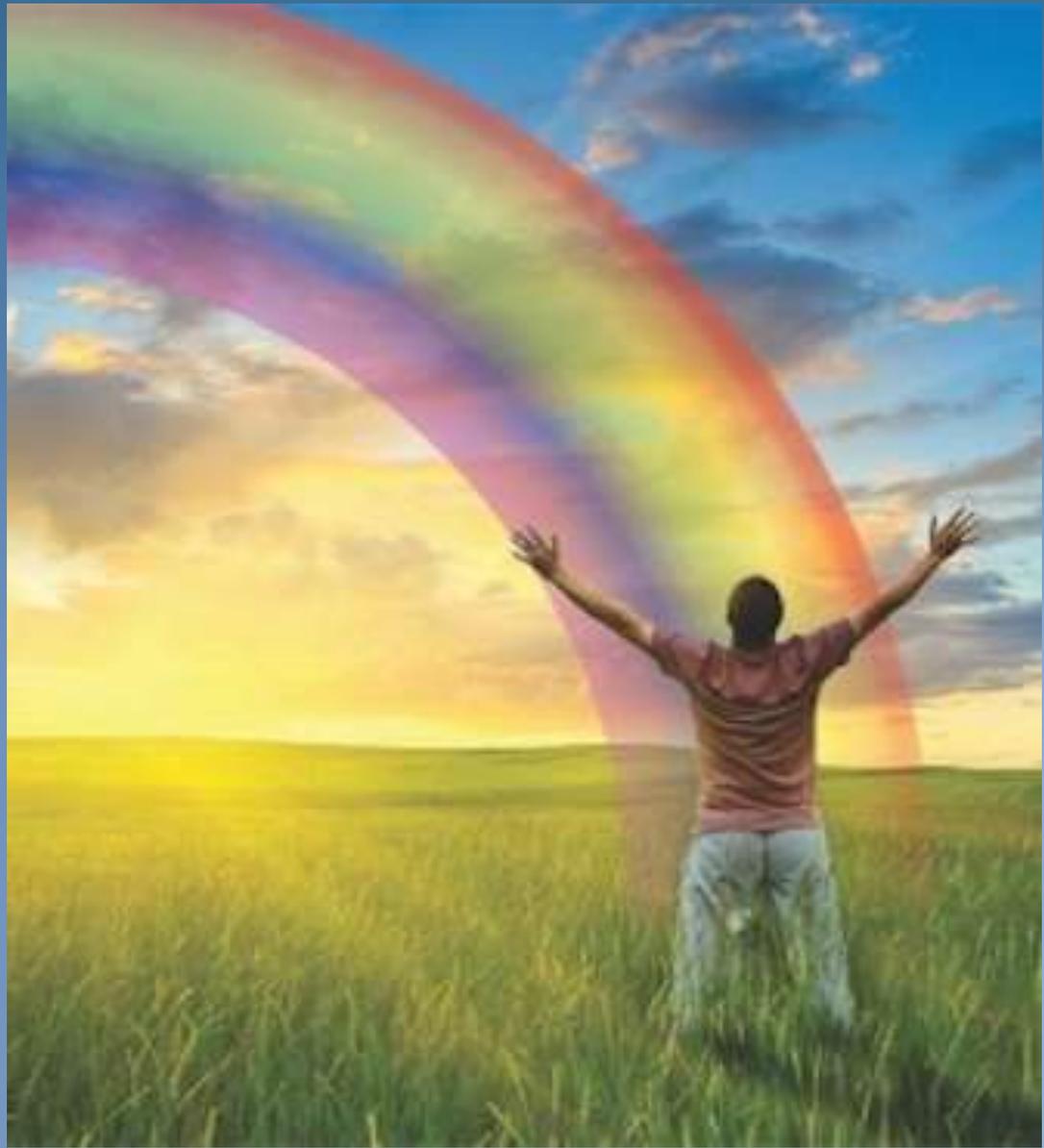
Earning the Opportunity



# Step 1: The Project



Be  
Realistic



# I'm the Government and I'm here to help

- Invest in planning
- Project will take many years
- Do you have the resources?
- You are not saving their world
- What do you really have to offer?

## Step 2: The Letter



- Is it short and to the point?
- Would you sign the permission?
- Follow-up

## Step 3: The Phone Call



# When to get on the phone?

- Call to see if they got the letter
- Be prepared to describe benefits
- Call before you show up
- Call and tell them how it went
- Be clear, speak slowly
- Listen – don't assume you know their concerns

# The Door



- Be trustworthy
- Listen
- Be knowledgeable-offer more resources
- Be patient
- Follow-Up!!!!

- Prevent problems before they happen
- Don't catch people by surprise:  
When in doubt post!
- Don't be Scary Wild Blue Man-Be friendly!
- Greet everyone in your vicinity
- Stop what you are doing to talk as needed
- Be trustworthy-Be patient
- Be sure equipment is in good working order and work space is clean at all times

# Every Step is Important



The  
Project

The Letter

The  
Phone Call

The Door

The Field

## Your Actions Affect Everyone

You must earn trust.....



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