### Redistricting Special Session Message Guidance



### Messaging

•Heard: Every Floridian deserves to have their voice heard. What we saw this week was a top-down attempt to stifle any dissent from a Governor and Republican leadership intent on violating the law and the moral conscience of the people they were elected to serve. That's why Democrats in the Florida House staged a peaceful sit-in to ensure that the communities they represent would not be silenced. Over the past four years, every community in this state has come under attack and fallen victim to this Governor's culture war agenda aimed at the most extreme elements of his political base. When you have been disrespected time and time again, the only solution left is to engage in some Good Trouble that forces the powerful to listen to the people. That's what happened this week in Tallahassee.

### Messaging

•Raising: Once again, Governor Ron DeSantis and his Republican allies are raising taxes on hardworking Floridians. While the Governor puts his personal political ambition ahead of helping the people he was elected to serve, we continue to pay more money out of pocket while corporations get hundreds of millions of dollars in hand outs. As the Governor continues to do stunts for primary voters in Iowa or New Hampshire, we work hard and still see our housing costs skyrocketing and our wages staying flat. Floridians can't take any more tax increases by Governor DeSantis.

### Messaging

•Ambition: Governor Ron DeSantis' attack on democracy and on Black representation is driven by his ambition to be president. The Governor's plan is a transparent attempt to gain favor with his national party bosses who want to pick up more Republican seats in Congress without regard for fairness. He has manipulated district lines to favor himself and his party and is ignoring what's best for the people he was elected to serve. Instead of pushing back, Republicans in the legislature put their own ambitions ahead of the Florida constitution, allowing their fear of being primaried by opponents endorsed by the Governor to act as their motivation. This was a sickening display of moral cowardice by the Governor and his Republican supplicants in the Legislature.

#### **Graphics**







## Immigration Hub Battleground Survey

March 2022 Survey Findings



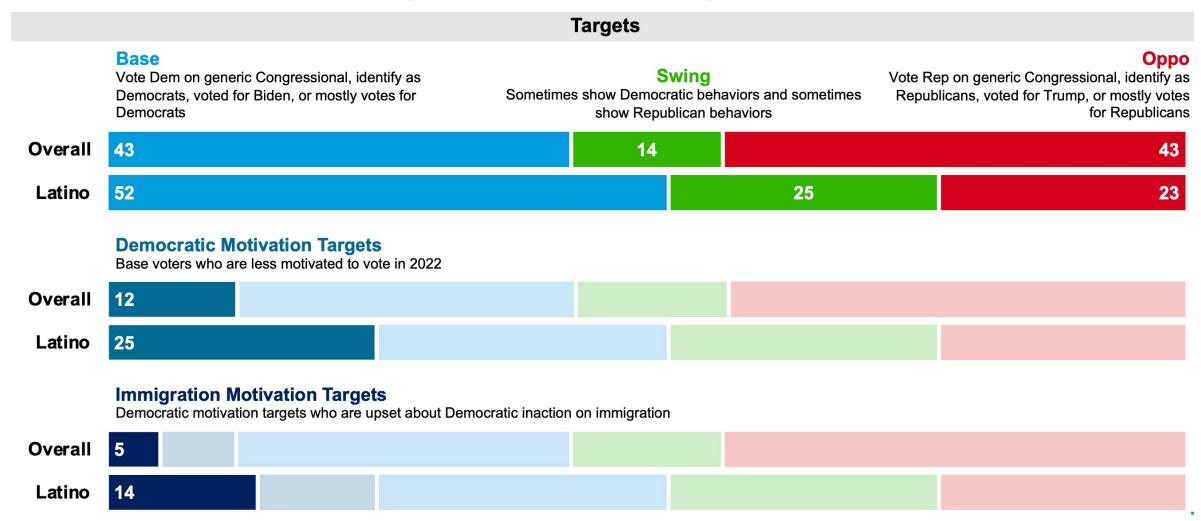
### Likely 2022 General Electorate

Gender		Total	Latino
	Men	48	48
	Women	52	51
Age			
	18-29 year olds	12	35
	30-44 year olds	22	35
	45-54 year olds	17	14
	55-64 year olds	21	9
	Seniors 65+	27	7
Education			
	High school or less	25	34
	Some college	37	32
4	-year college graduates	25	24
	Post-graduate	13	10

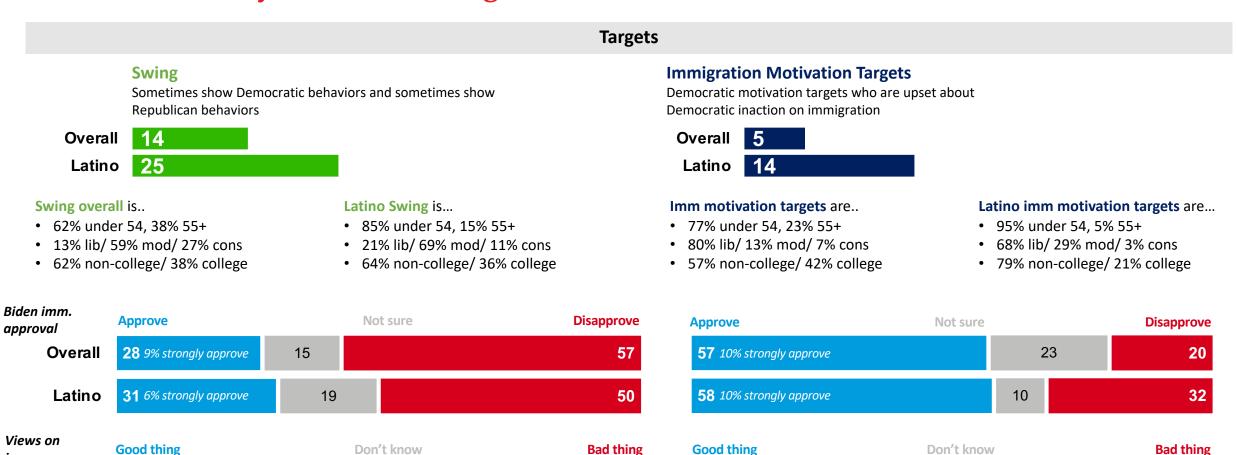
Ethnicity	Total	Latino
White	77	-
White non-college	45	-
White college	32	-
African-American	11	-
Latino	8	100
AAPI/Other	4	-
Ideology		
Very liberal	15	20
Somewhat liberal	17	20
Moderate	27	43
Somewhat conservative	21	10
Very conservative	20	7
Party Identification & Ideology		
Liberal Democrat	30	34
Non-liberal Democrat	16	23
Non-conservative Independent	7	15
Conservative Independent	2	1
Non-conservative Republican	11	14
Conservative Republican	35	13

### **Targets**

The electorate is divided politically, but Democrats have a motivation problem heading into the midterm, especially among Latinos. There is a segment of the electorate for whom immigration is a motivating issue



# Swing voters hold negative attitudes towards Biden on immigration, while our immigration motivation targets are pro-immigrant, and positive towards Biden – but with no intensity in those feelings



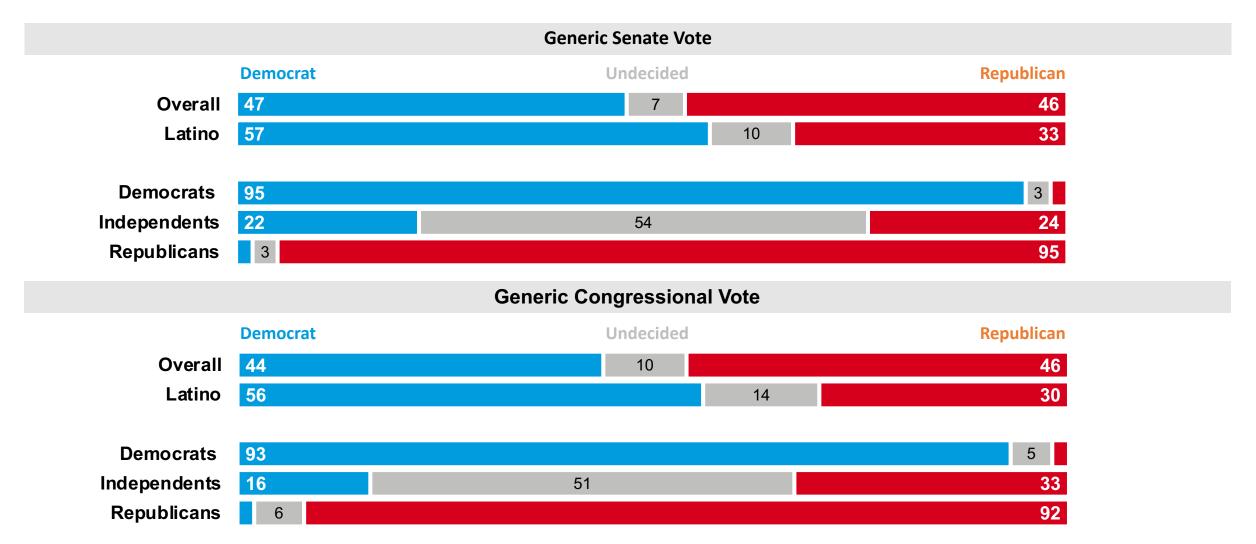
imm.

Overall

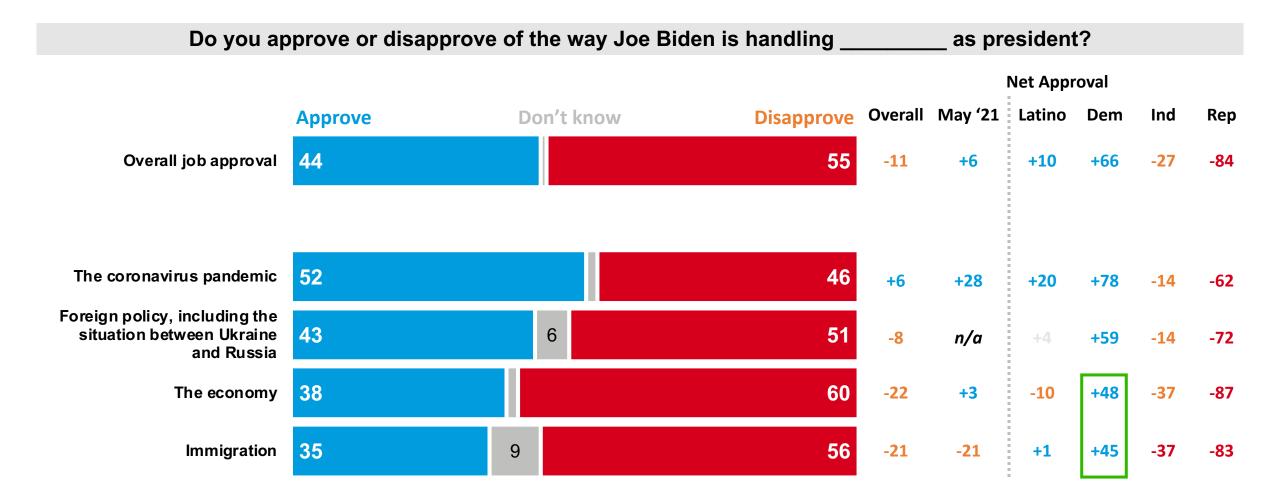
Latino

### Political Landscape

### The generic Congressional and Senate ballots are closely divided in these battlegrounds

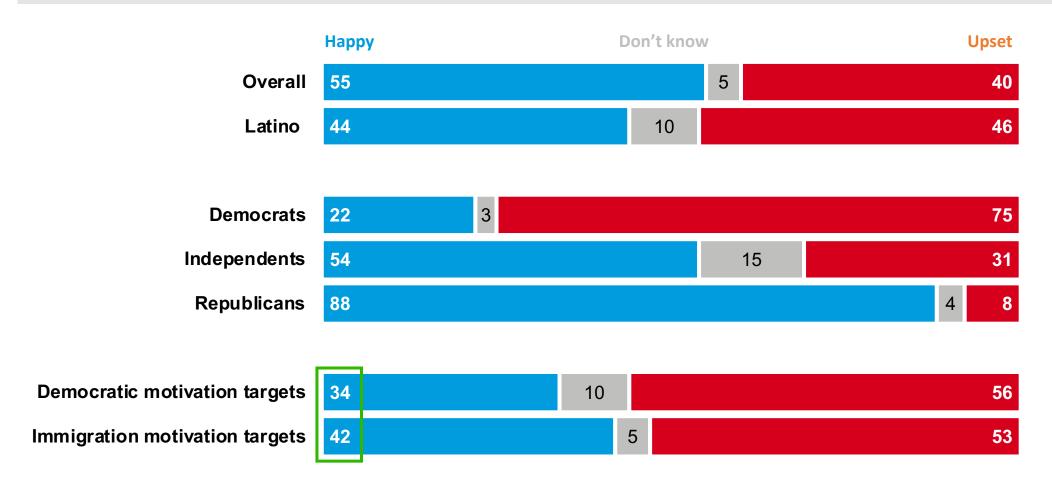


### Biden's immigration approval still falls behind other issue areas, though it has not gotten worse since last May



### Around one in five Democrats are upset with how much Biden has gotten done, a feeling that is stronger with the Democratic motivation audience

Which of the following best describes how you feel about how much Biden has gotten done since he became President?



# Democrats and independents are most upset with Biden's progress on inflation and the economy, while Republicans are equally upset with his handling of immigration and the border

[IF UPSET WITH HOW MUCH BIDEN HAS GOTTEN DONE] You just indicated you are upset with how much President Biden has gotten done. What policies or issue areas are you most upset about? (OPEN END)



#### Sample commentary on other issues:

"The economy and high cost of living."
"Inflation and the war on Ukraine."
"Inflation is out of hand."

#### Sample commentary on immigration:

"I'm upset with how he has handled immigration."

#### Independents/Other



#### Sample commentary on other issues:

"Foreign policy and the financial state of America."
"Education and the economy."
"He has done nothing for the average American family."

#### Sample commentary on immigration:

"The crisis at the border."

"His open borders and letting them all come with nowhere to put them."

#### **Republicans**



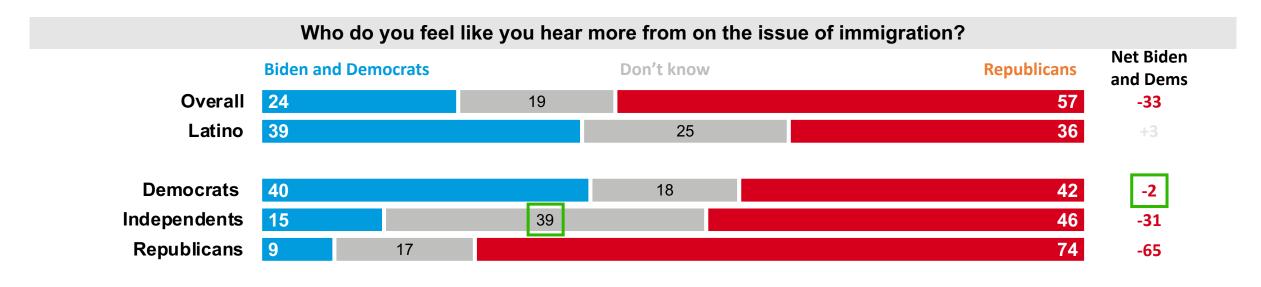
#### Sample commentary on other issues:

"The economy, the coronavirus shutdowns, his going back and forth on policies."

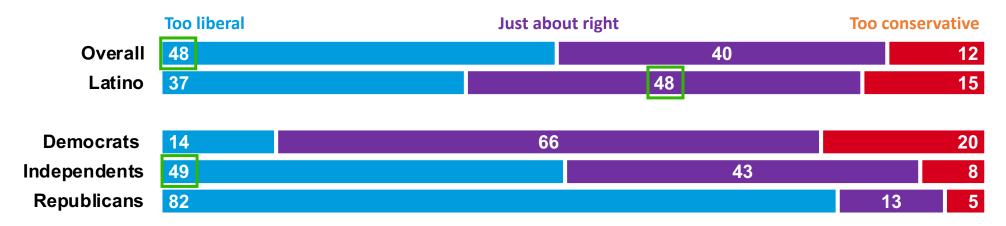
#### Sample commentary on immigration:

"Immigration and national security. They go hand in hand. Our southern border has been wide open for some time now. All kinds of criminals and non-U.S. citizens have been flooding in bringing crime and illness with them."

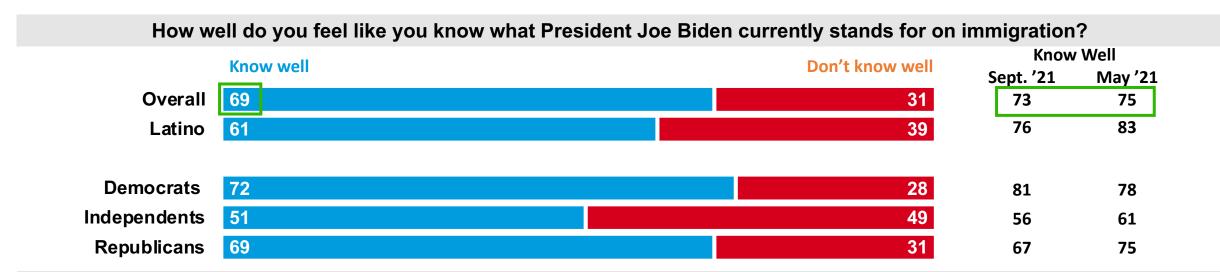
### And with voters seeing Republicans defining the national conversation on immigration, many assume Biden is being too liberal on the issue



#### Has President Biden been too liberal, too conservative, or just about right on immigration as President?



### In what is an overwhelmingly negative information environment for Biden on immigration, a declining share know what Biden stands for on the issue



Has what you have seen, read, or heard about how Joe Biden is handling the issue of immigration been:

						Have heard	To	Total		
	Mostly positive	Mix of positive a	and negative	Mostly negative	е	nothing	Positive	Negative		
Overall	17	26		42		14	44	68		
Latino	21	31		29		19	53	60		
<b>Democrats</b>	33		42		10	15	75	52		
Independents	6	34		44		16	40	78		
Republicans	4 9		74			13	13	83		
								17		

### Despite the nature of the national conversation on immigration, Biden and Democrats are still competitive with Republicans on the issue

#### Who do you trust more to deal with the issue of immigration? **Net Biden and Biden and the Democrats Republicans** Not sure **Democrats Overall** 9 47 -3 **Democrats** 87 +82 Independents 22 38 40 -18 Republicans 5 90 -85 White 39 8 53 -14 **Black** 68 23 +59

17

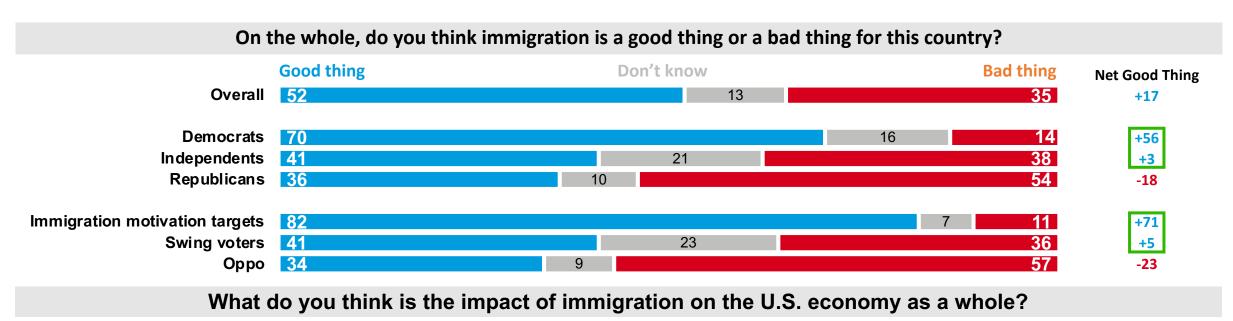
53

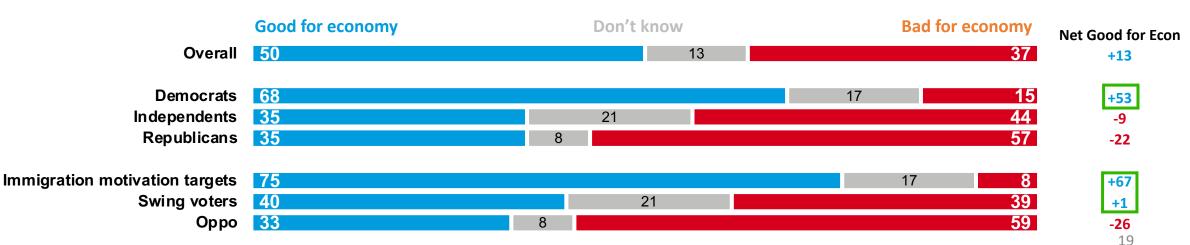
Latino

+23

30

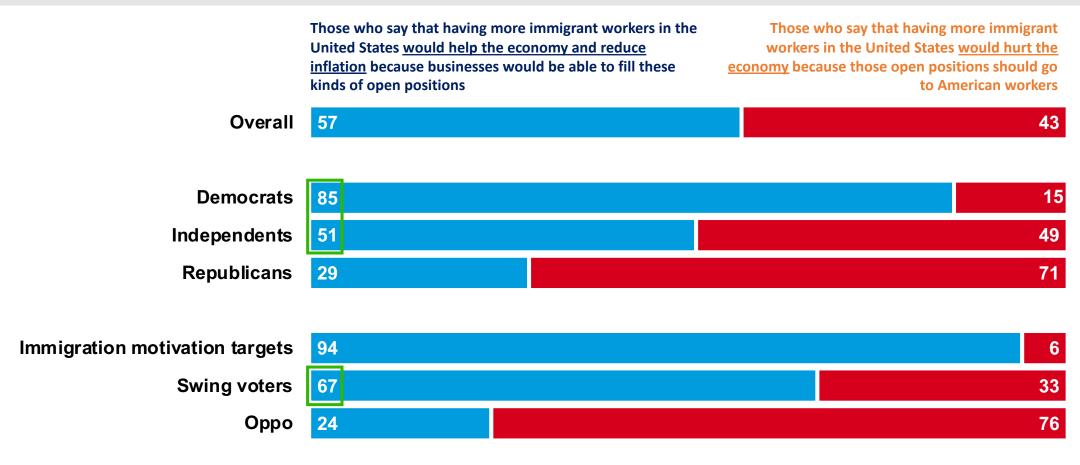
### Even in a tough environment for Biden overall and on immigration, majorities hold pro-immigration positions





### There is a credible argument to be made that having more immigrant workers to fill open jobs could ease supply chain issues and help curb inflation

As you may or may not know, one problem facing the economy right now is that businesses are facing staff shortages and unfilled positions, which is leading to supply chain issues and causing inflation. In thinking about how immigration relates to this problem, who do you agree with more?



# Messaging on Immigration

Heading into the midterms, the dominant concern about Democrats with swing voters is inflation. Concerns about immigration are driven by opposition GOP voters who are very unlikely to support Democrats

Below is a list of concerns that some people have about <u>Joe Biden and Democrats in Congress</u>. Regardless of how you plan to vote, which of the following TWO concern you the most about Joe Biden and Democrats in Congress?

% Top 2 Most Concerning Issues

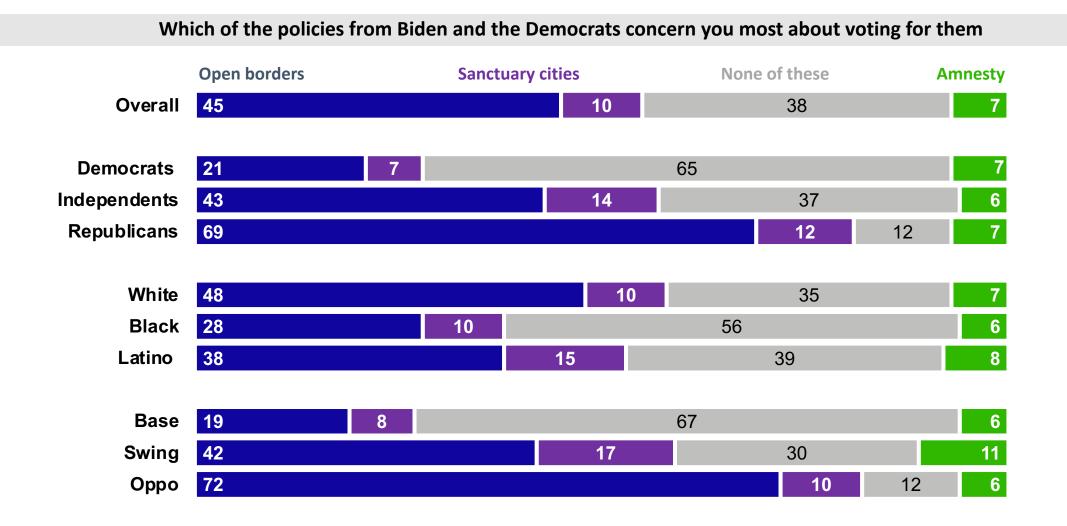
			0		
% Top 2 Concerns	Base	Swing	Орро	Latino	
45	20	59	64	43	
30	10	28	52	18	
24	12	28	35	24	
17	11	21	22	22	
17	11	20	21	<b>27</b>	22
	<ul> <li>45</li> <li>30</li> <li>24</li> <li>17</li> </ul>	45 20 30 10 24 12 11	45 20 59  30 10 28  24 12 28  17 11 21	45     20     59     64       30     10     28     52       24     12     28     35       17     11     21     22	20   59   64   43   30   10   28   52   18

# On immigration specifically, the most problematic arguments tie the issue to voters' economic concerns – this is more potent right now than the more traditional attacks on crime and drugs

Below is a list of concerns that some people have about the way <u>Biden and the Democrats handle the issue of immigration</u>. Regardless of how you plan to vote, which of the following TWO concern you the most about Biden and the Democrats on immigration?

	% Top 2 Most Concerning	% Top Base	2 Most Co Swing	oncerning Oppo	Issues Latino
Their policies give away taxpayer-funded services and benefits to illegal immigrants instead of American citizens	43	27	48	58	33
Their policies encourage future illegal immigration, because they are offering amnesty and other benefits to those that broke the law	37	17	38	57	21
Their policies make us less safe by making it easy for violent criminals and gangs to come here	29	17	33	40	31
Their policies allow fentanyl and other drugs to cross the border and harm our communities	20	15	18	27	28
Their policies lead to illegal immigrants taking jobs from American citizen	9	6	15	11	19

### But the phrase "open borders" is clearly the most problematic buzzword, far more concerning to swing voters than sanctuary cities and amnesty



Further, when asked in an open-ended format, the border again emerges as the prevailing bipartisan concern on Biden's handling of immigration

[IF HEARD ANYTHING NEGATIVE] In a few words, what negative things have you seen, read, or heard about what Joe Biden has done on the issue of immigration as President? (OPEN END)

#### **Democrats**



"He hasn't done a lot for the border, for asylees, or for DACA."

"Ongoing border crisis and no granting of amnesty to people."

#### Independents/Other



"Opening our border."

"Nothing is being done about the border crisis."

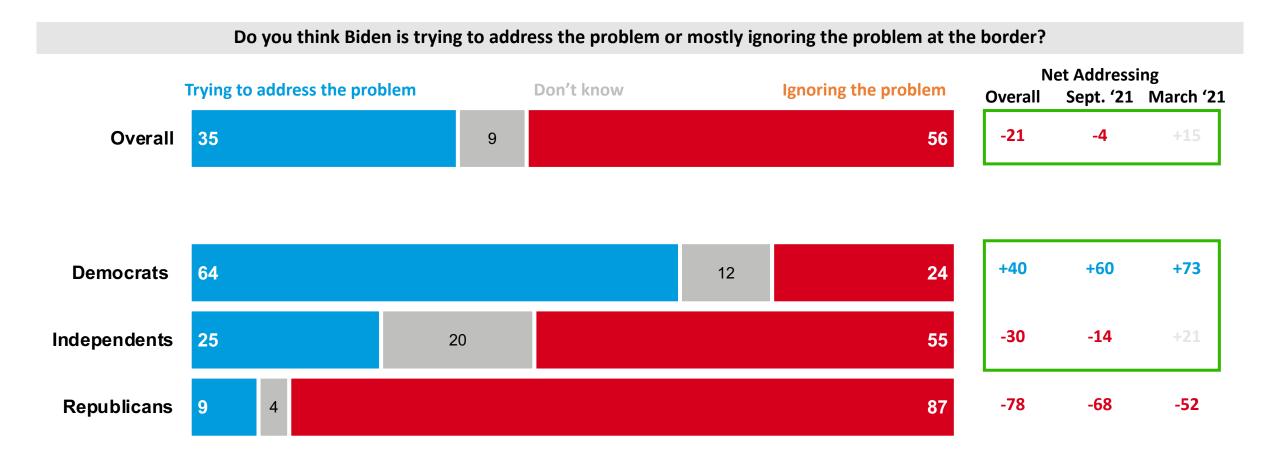
"It is a mess at our borders."

#### Republicans



"Has done barely anything to improve our security pertaining to protecting and securing our borders." "Stopped the wall and opened the borders."

### Over the last year, voters increasingly see Biden ignoring the problem at the border



While security forward frames test moderately well with swing voters, they turn off mobilization targets AND swing Latinos in unhelpful ways. They test well in polling because of their appeal to opposition Republicans who won't support us. Balanced frames appeal to both swing voters and mobilization targets

	Overall		_	Imm. Motivation g (% appealing	Latino u minus % no	Latino Swing	Орро	
Security forward frames	+50	+44	+56	+2	+26	- <b>2</b>	+54	[CLARIFYING SECURITY] A Democrat who says they don't support open border and thinks we need to invest in technology and smarter border infrastructure to manage our borders, while cracking down on cartels and smugglers.
	+46	+32	+46	+10	+38	+18	+60	[OPEN BORDERS/TRADITIONAL SECURITY] A Democrat who says they oppose open borders and thinks we need to invest in border security to crack down on cartels and keep drugs and dangerous criminals out.
Balanced frames	+48	+86	+52	+88	+50	+16	+6	[SPLIT B-CIR] A Democrat that believes that our immigration system is broken ar supports a plan that solves the problem with smarter border management and creating a way for undocumented immigrants currently living in the country to earn citizenship if they meet certain requirements.
	+44	+80	+46	+62	+38	+12	+6	[SPLIT B-SECURITY] A Democrat who says we have wasted billions over two decades on failed border security and instead need a new system to better procespeople in a fair and orderly way and technology to go after bad actors.
Non-border frames	+46	+82	+54	+72	+46	+28	+6	[ECON/SYSTEM] A Democrat who believes that a functioning immigration system that works for both businesses and people, would help improve our economy so there is a way for immigrants to work here in a legal, fair, and safe way.
	+22	+76	+20	+98	+38	+20	-32	[DREAMERS] A Democrat who says that for too long we have failed Dreamers, the undocumented immigrants who came to the United States as children, and we must find a way to ensure they can earn citizenship.

Digging further into potential frames that mention the border, we find that CIR remains the most broadly appealing framework to balance swing voter and mobilization concerns. Note that speaking about border patrol agents is extremely demotivating.

#### **Potential Democratic Lanes on the Border**

Overall	Base Net Ap	_	Imm. Motivation % appealing n	<b>Latino</b> ninus % not	Latino Swing appealing)	Орро	
+50	+44	+56	+2	+26	-2	+54	<b>[CLARIFYING SECURITY]</b> A Democrat who says they don't support open borders and thinks we need to invest in technology and smarter border infrastructure to manage our borders, while cracking down on cartels and smugglers.
+48	+86	+52	+88	+50	+16		[SPLIT B – CIR] A Democrat that believes that our immigration system is broken and supports a plan that solves the problem with smarter border management and <u>creating a way for undocumented immigrants</u> currently living in the country to earn citizenship if they meet certain requirements.
+46	+32	+46	+10	+38	+18		[OPEN BORDERS/TRADITIONAL SECURITY] A Democrat who says they oppose open borders and thinks we need to invest in border security to crack down on cartels and keep drugs and dangerous criminals out.
+44	+80	+46	+62	+38	+12	. •	[SPLIT B-SECURITY] A Democrat who says we have wasted billions over two decades on failed border security and instead need a new system to better process people in a fair and orderly way and technology to go after bad actors.
+42	+72	+52	+85	+48	+46		[SPLIT A – CIR] A Democrat that believes that our immigration system is broken and supports a plan that solves the problem by both increasing border security and creating a way for undocumented immigrants currently living in the country to earn citizenship if they meet certain requirements.
+40	+86	+44	+96	+46	+26	-6	<b>[BORDER]</b> A Democrat who thinks we must address the situation at the border by building out our capacity to process migrants in a fair, orderly, and humane way.
+30	+14	+32	-24	+24	+16		[AGENTS] A Democrat who says we need to address the migrant crisis at the border with greater investments in border security, including hiring and deploying more border patrol agents.

+36

+62

+36

+22

+24

[SPLIT A-SMART SECURITY] A Democrat who says that instead of wasting 20 billion dollars on a border

wall, we should invest in technology and smarter border infrastructure to secure our borders.

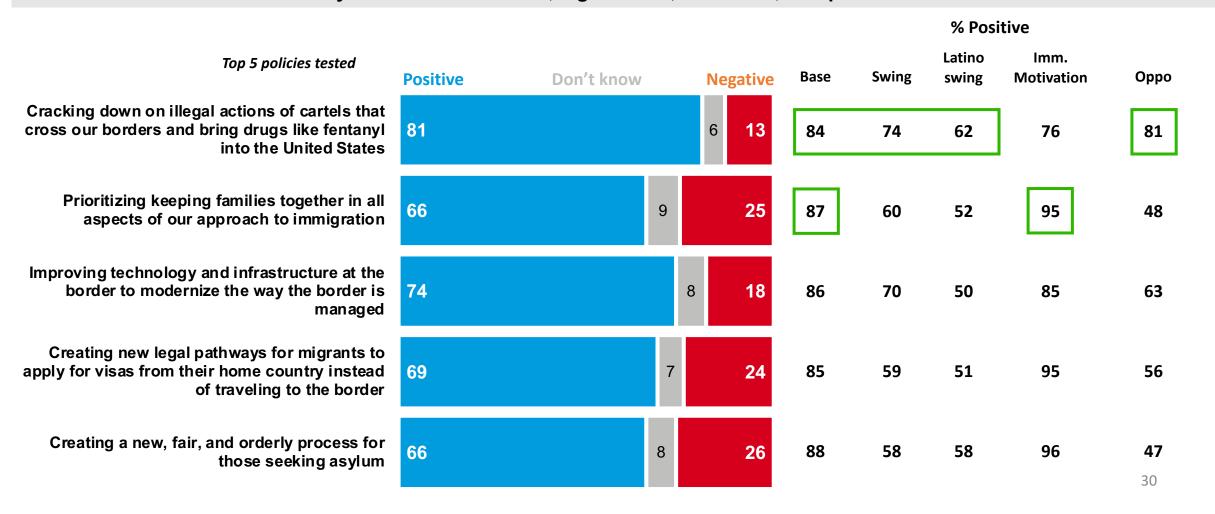
# Looking at more general immigration frames outside the border, leaning into economic arguments is effective, while Dreamers are hugely motivating for our mobilization audience

#### **Potential Democratic Lanes on Immigration**

Overall		•	Imm. Motivation	Latino minus % not (	Latino Swing	Орро	
+46	+82	+54	+ <b>72</b>	+46	+ <b>28</b>	+6	<b>[ECON/SYSTEM]</b> A Democrat who believes that a functioning immigration system, that works for both businesses and people, would help improve our economy so that there is a way for immigrants to work here in a legal, fair, and safe way.
+38	+68	+40	+44	+34	+22	+10	<b>[CLARIFYING AMNESTY]</b> A Democrat who says they don't support amnesty, but thinks we need to fix the immigration process so that Dreamers, farmworkers, and essential workers who work hard and pay U.S. taxes can earn citizenship.
+36	+80	+56	+76	+48	+28	-14	<b>[ECON/CONTRIBUTE]</b> A Democrat who says that immigrants living here and working in critical jobs like health care workers and farm workers must be given an opportunity to stay here legally to continue contributing to our society and economy.
+22	+76	+20	+98	+38	+20	-32	[DREAMERS] A Democrat who says that for too long we have failed Dreamers, the undocumented immigrants who came to the United States as children, and we must find a way to ensure they can earn citizenship.
+20	+74	+34	+88	+34	+20	-38	<b>[ECON/PROBLEMS]</b> A Democrat who says that labor shortages, and businesses not being able to fill open positions, are leading to economic problems like supply chain issues and inflation. Building a functioning immigration system that allows immigrants to work here legally would help address these challenges.

### Policies that both are tough (like on cartels bringing drugs across the border) and compassionate (keeping families together) is the strongest platform on immigration

Below is a list of policies that have been done or proposed on the issue of immigration. Please indicate whether you think they are an excellent idea, a good idea, a fair idea, or a poor idea.



### Again, past achievements of the Biden administration that handle bad actors appropriately while also prioritizing humanity is the best approach

President Biden has taken a range of actions on immigration in his first year in office. For each, please indicate whether you approve or disapprove of President Biden taking that action.

						% Approv			
Top 5 actions tested	Positive	Don't know	N	legative	Base	Swing	Latino Swing	lmm. Motivation	Орро
Cracked down on international organizations, like cartels, engaged in smuggling migrants by targeting their ability to travel, trade, and access financial assets within the United States	74		14	12	86	73	57	83	62
Signed an executive order to reunite the children who were separated from their parents at the border	71		9	20	92	69	56	86	50
Processed unaccompanied children who arrived at the border in a safe and orderly way and reunited them with their families	71		10	19	92	70	58	84	50
Reunified families, including by creating 1,300 new sites where sponsors can be fingerprinted to facilitate easier, faster reunification	65		13	22	91	63	57	89	41
Created new, legal ways for people to migrate to find temporary work or reunite with their families instead of making the dangerous journey to the U.S. border	59	14		27	84	55	55	<b>83</b>	<b>34</b>

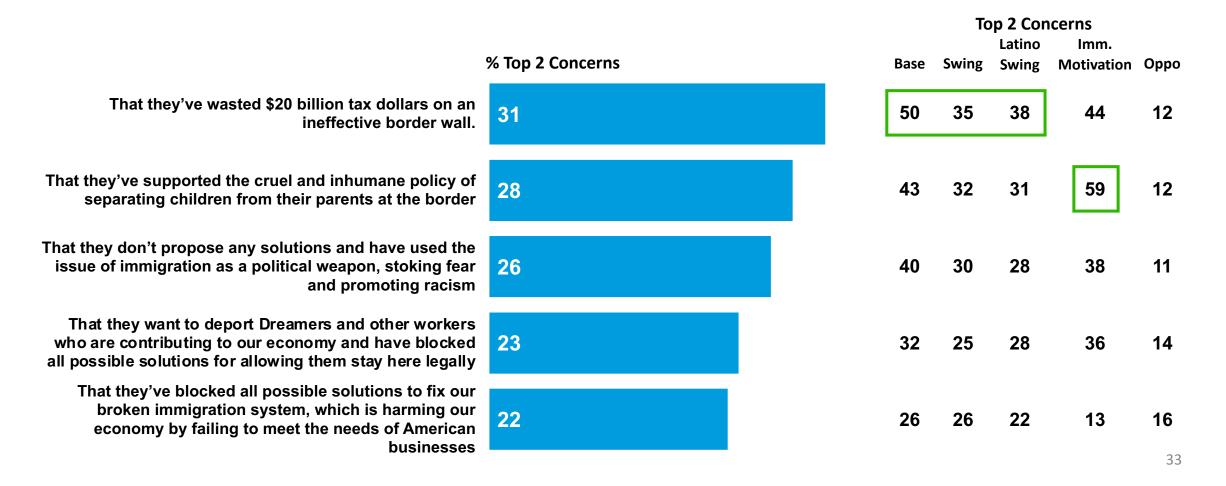
# Humane treatment of migrants is a top priority among swing and immigration mobilization targets while Republican opposition drives support for crime reduction

In thinking about how to approach issues at the border, which of the following are most important to you? Please select the TWO that are most important to you

			Top 2 N			
	% Top 2 Issues	Base	Swing	Latino Swing	Imm. Motivation	Орро
Making sure immigration laws are enforced	42	19	30	27	16	69
Treating immigrants humanely in a way that's in line with American values	40	61	38	41	75	20
Reducing crime and protecting public safety	39	21	44	48	10	56
Ensuring there is a functioning system to process migrants in an efficient, fair and orderly way	38	44	44	31	39	30
Accepting refugees who face danger or persecution	20	32	18	19	47	9
Preventing the spread of coronavirus and generally protecting public health	20	23	24	34	13	15

### Republican vulnerabilities are greatest on taxpayer resources spent on the border wall and family separation

Below is a list of concerns that some people have about the way <u>Republicans handle the issue of immigration</u>. Regardless of how you plan to vote, which of the following TWO concern you the most about the Republicans on immigration?



### **Key Findings**

### **Key Findings**

The political environment in these battlegrounds are tough for Democrats both overall and on immigration – making sure the Democratic base turns out is going to be critical to limiting the damage in 2022. The generic Congressional and Senate ballots for 2022 are neck and neck, while Biden's ratings across issues are underwater. While there are still swing voters up for grabs, Democrats need to be wary of failing to turn out key base voters who may stay home unless Democrats give them a reason to show up at the polls – and for some, delivering on key immigration issues like creating a path to citizenship are strong strategies to get them to vote.

Biden's ratings on immigration have stagnated in the negative. Biden's approval rating on immigration continues to be negative largely due to an information environment where voters don't feel like they hear from Biden and Democrats nearly as much as they hear from Republicans on the issue – and what they hear about Biden is overwhelmingly negative. Without hearing from the White House about where they actually stand, voters assume the President is being too liberal on the issue by default. The border also remains a particularly sore area for Biden, more so than sanctuary cities, amnesty, or other potential hits on the Democratic Party.

None of this is to say that these battlegrounds are anti-immigrant – they remain pro-citizenship and see immigration as an economic asset. Voters want to see a functioning, humane system over one focused on crackdowns and deportation. These voters see immigration as a good thing for the economy and the country: financially, they see a pathway to citizenship helping our economic recovery, and there is an argument to be made connecting increased immigration to filling the kinds of open jobs that are preventing our economy from getting fully back to normal and getting inflation under control. A range of proposals on citizenship and Temporary Protected Status (TPS) are broadly popular.

### **Key Findings**

On messaging for Democrats, we need to tread carefully to avoid repelling key turnout targets while still appealing to our more moderate swing audiences. Our best messaging carefully balances the nuanced concerns voters have about immigration. When testing a range of hypothetical Democratic lanes...

Security-focused frames show some success among swing voters – but in an election where we cannot afford to lose any base voters, the potential backlash that security-focused lanes show among base Democrats and specifically, turnout targets, demonstrate real risk to relying on these frames. The resonance of these crime-focused approaches are driven by Republicans who prioritize crime reduction over other issue areas within immigration.

If a Democrat is going to talk about border security, they need to couple it with...

- Fixing a broken immigration system
- Creating a pathway to citizenship for those who meet certain requirements
- A focus on punitive language only for those "bad actors" like cartels that bring fentanyl into the United States rather than painting with a broad brush

On the other hand, more effective frames for Democrats focus on balanced approaches that:

- Tie immigration to economic success
- Hone in on creating a "functioning immigration system" predicated on fairness
- Talk about protecting Dreamers and undocumented immigrants without supporting open borders
- Rely on popular citizenship proposals for undocumented immigrants who already work in the United States and meet requirements to stay here

## Thank You



## Making Americans the Hero of the Story

A Quick Guide to Greatness





"America is strong because

**AMERICANS ARE STRONG.**"

- President Joe Biden

#### Americans as Heroes

Deep within the American psyche, the story of Americans as heroes rings true. America has always been about embracing the impossible and succeeding in spite of all odds.

When we watch American films and TV, whether it's Band of Brothers or Star Wars or the Avengers, this idea is ubiquitous - Americans face hardship, come together, and ultimately win the day.

However, turn on the TV, and the characters of the story are systems like "the economy," "inflation," "social media," or even worse, "politicians," leaving the everyday American entirely out of the picture.

Our most common political messaging echoes this pattern, with advertising featuring either the politician as the hero – "I did this," "Because of me, X happened" – or the enemy, "Evil Politician Y will screw you over," or "Bad Politician Z kicks puppies." And yet, this kind of messaging flies in the face of everything we know about psychology and how people actually think, feel, and behave.



Jam Routs



### This is a Voter's World. (We just live in it)

Studies have shown that much of what happens in Washington, DC isn't directly correlated with what voters say they want and American voters desperately need and want a responsive government that listens to them, responds to them, and delivers for them.

From a policy perspective, this means shaping and passing legislation that helps American voters meaningfully in their daily lives – delivering practical answers to real life problems. And from a messaging perspective, it means making a conscious effort to center Americans and their stories. This centering runs up against the larger media and political ecosystem that centers everyone but everyday Americans. The kind of communication that resonates with voters gets specific and local with what's happening on the ground, amplifies constituent voices, and tells stories about how voters work hard, come together, and make things happen, in spite of any adversity.

Ultimately, it means being both of and for the people.

-termit

## Americans Want the Government to Be an Assistant to their Success

In the research we've conducted, we've found that Americans want a government that clears away barriers to productivity and invests in their success, without controlling them. With a deep belief in hard work and achieving things through that hard work (and being the heroes that they are), Americans want to feel like their success is their own, but want the government to open up doors to opportunity while helping them deal with the stuff that gets in the way.

In many ways, Americans feel like they are being put to death by a thousand papercuts (spam calls, surprise bills, etc.) that they can't do anything about. *THIS* is where the government is really, really needed. While there is a place for large-scale interventions, Americans don't want to feel like they are being controlled or managed by their government, but rather supported when needed. Ultimately, Americans want to be the heroes of their story - not the government.





Our research suggests Americans see their country at a tipping point. They're afraid of a future where their jobs are taken over by robots, the earth's resources have been destroyed, where we've spent everything and trapped our children in debt or worse, and because of media (social and otherwise), tech, and polarization, we've lost connection with the wisdom of generations and each other. At the same time, Americans are hopeful for something better - a world where future generations are invested in, where there's enough for everyone, where people are free and have the opportunity to live life as they see fit, and ultimately, where we are connected with each other to do something bigger than ourselves and make the world a better place for our children and generations to come.

Americans need to be given a sense of their role into the future - first, that they have one, and second, that it's an important, heroic one. Americans not seeing (and being afraid of losing) their role in the future is holding them back from embracing a whole slate of Democratic priorities and falling back on conservative ideas that feel safe and familiar.

## Americans Don't Feel Acknowledged

Our research also suggests that Americans don't feel acknowledged or valued. Voters talk about how they work hard, care for their families and communities, pay their taxes, and do everything right, and yet, are only acknowledged when it comes time to get their vote. They don't believe legislation passed will benefit them and don't feel their concerns are heard.

Americans need to feel acknowledged and centered for what they do everyday - work hard, take care of their families, follow the rules, and make America the country that it is. In President Biden's words, "America is strong, because Americans are strong." Democrats would do well to follow the President's lead in acknowledging that America's greatness comes not from the top nor its economy, but from everyday Americans who get up every day and make it so.



## Americans Wonder If There's Enough For Them

In America everyone wants a piece of the pie. Voters who don't already have some want some for themselves, while those who do want to hold onto their own piece. This tension has become even greater recently as the American Dream is increasingly feeling further out of reach for voters, and with the increased cost of living, this feeling has compounded.

Democrats need to meaningfully acknowledge this tension that voters feel, talk in real terms about how we solve it together, and share a hopeful vision of the future with voters that includes everyone – where every person has enough.

By speaking to the unstoppable potential of Americans and the value that they hold, Democrats can remind voters that they're capable of solving every problem and that they can expand the pie.

# "We must invest in America because Americans are worth it. When you invest in Americans,

### **OUR POTENTIAL IS LIMITLESS."**

Swing State Future Majority Messaging Poll, December 2021

85% of participants agree or strongly agree with this statement.

91%

of Democrats
Agree or strongly
agree with this
statement.

82%

of Republicans
Agree or strongly
agree with this
statement.

81%

of Independents
Agree or strongly
agree with this
statement.

### WHAT DEMOCRATS ARE CURRENTLY DOING

#### **01** DEMS MAKE THEMSELVES THE HERO



Dems forget that nothing happens without voters' partnership. Dems talk only what they have done and leave voters out of the picture. Dems make themselves the heroes who save America instead of making it the voters.

**DEMS EMBRACE SCARCITY** 



Instead of all, Dems talk about some. Dems make zero sum arguments and induce scarcity by saying that some will have to have less in order for others to have more. Dems talk about spending instead of investment and talk about what they're running away from as opposed to the future they're creating.

#### **02** DEMS DON'T ACKNOWLEDGE THE VOTER



Dems focus so much on the special among us, they forget the average Joe. Dems call out our differences instead of our commonalities. Dems call out instead of calling in. Dems identify the problems in voters instead of seeing their potential and what they're doing right.

#### 04 DEMS ARE ABSTRACT & IMPERSONAL



Dems use statistics instead of stories. Dems embrace the abstract instead of where the rubber hits the road. Dems use language they like instead of the language voters use. If Dems tell stories at all, they tell stories that satisfy them instead of creating stories that satisfy everyone else.

## WHAT DEMOCRATS SHOULD BE DOING

#### Every American is an Essential Hero

01

Every voter matters. Everyone was born at exactly the right time to take on whatever challenge we're facing and has an important role to play. Every American is an essential hero.

## Tell them a Story about an Abundant Future

03

Show them a better future ahead where there's enough for everyone, where everyone has a job that can't be outsourced, and where everyone matters.

#### Acknowledge the Voter

02

What voters are doing, how they're making America great, centering and celebrating what they do through word and action.

#### Wrap it in the Personal

04

Keep it focused on policies' personal impact, keep it local, keep it personal and keep it human, all through the telling of personal human stories.

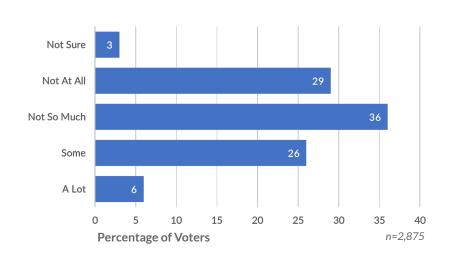
Take a look at recent polling from March 2022 that affirms our findings...



# AMERICANS WANT TO BE VALUED

In a Key Senate State Future Majority Poll, participants were asked:

How much do you feel like you matter in America?



65% of participants answered not so much or not at all.

#### **Democrat**

**54%** of participants answered not so much or not at all.

#### Republican

**710/0** of part not so

of participants answered not so much or not at all.

#### Independent

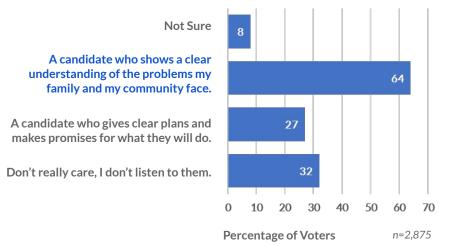
73%

of participants answered not so much or not at all.

# AMERICANS WANT TO BE UNDERSTOOD

In a Key Senate State Future Majority Poll, participants were asked:

What is more important to you when you think about which candidate to vote for?



64% of participants answered:

"A candidate who shows a clear understanding of the problems my family and my community face."

**72%** of Democrat Participants

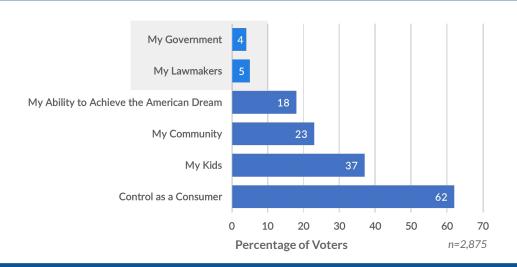
**62%** of Republican Participants

**58%** of Independent Participants

## **AMERICANS WANT** TO HAVE A SAY

In a Key Senate State Future Majority Poll, participants were asked:

Where do you feel like you have control these days, if anywhere? Please select all that apply.



of participants answered "my lawmakers" or "my government"

**Democrat** 

**16%** 

of participants answered "my lawmakers" or "my government"

Republican

of participants answered "my lawmakers" or "my government"

Independent

of participants answered "my lawmakers" or "my government"

## AMERICANS WANT TO BE ACKNOWLEDGED

In a Key Senate State Future Majority Poll, participants were asked:

Thinking about your ideal President and the kind of President America needs right now, what kinds of qualities and attributes do they hold?

0 %	
9	2
	Votes
ď	n
)	

**66%** of participants answered:

"Focuses on taking care of citizens who are doing the right thing."

**61%** of Democrat Participants

**74%** of Republican Participants

63% of Independent Participants

### ABOUT THE WORK

Since the 2020 election, Future Majority, with our partners at Change Research, has surveyed 66,718 voters in swing congressional districts and battleground states. Future Majority, in partnership with Worthy Strategy Group, has also completed first-of-their-kind metaphor elicitation studies of American swing-state voters across the nation and in Pennsylvania, Texas, Florida, Nevada, North Carolina, Rural Wisconsin/Iowa/Minnesota, and Virginia, that provide a deep understanding of how voters see the Democratic and Republican parties, how they feel about America now and into the future, and where governing parties can connect with and deliver for the American voter.

Since its founding, Future Majority has surveyed 141,613 voters.

For more info, contact <u>Gretchen.Barton@FutureMajority.org.</u>



