I. Friends of SNCC must clarify its own goals before contacting community groups.

   A. Education  
   B. Fund raising  
   C. Recruiting of volunteers for the South  
   D. Membership for Friends of SNCC  

(SNCC should make clear that this activity should be directed toward aiding the Southern movement. Other organizations are involved in the North).

II. Friends of SNCC must establish a priority list of organizations within the community to be contacted for support.

   A. Determine which organizations will provide immediate aid.  
   B. Determine which will be available for long term aid.

III. Friends of SNCC must analyze methods of approach.

   A. How do you identify what you can do to establish rapport with a group.

      1. Analyze structure and interest of the group. Ex: Kiwanis emphasizes youth - thus gifts for children at Christmas are appropriate.  
      2. Trial and error, but with an aim of sounding out the group.

      It is important to get them to speak, ask you questions.

   3. Tie SNCC's activity to the aims of the group. The correct potential activity for a particular group may include:

      a. Education  
      b. Recruiting for the South. Money or volunteers through mailings or special events.  
      c. Political pressure. Ex: League of Women Voters should be encouraged to make statements on civil rights.  
      d. Look for an opportunity to connect themselves directly with the South. Ex: (1) Liberal Christian group sent four people who built two churches in Mississippi. (2) Establishment of a Negro League of Woman Voters (or friends of League).

   B. Establish and maintain contact with groups.

      1. Determine the "opinion leader" in each group who will rally the group behind him.  
      2. Give people specific jobs (fund raising, paper collecting).  
      3. Plan a program in conjunction with the groups' own publicity committee which will attract optimum attendance.  
      4. Give recognition for the accomplishments of each group.  
      5. Maintain a steady flow of information about SNCC activity (letters from volunteers, in Mississippi, publish briefs of trials, supply current films, keep up to date on current information about supply lines to the South).

   C. Approach important individuals who cannot take a stand publicly or through their business groups through social and religious organizations.

   D. Mobilize politically defunct groups who took a definite stand on civil rights. (Timing is important, i.e. No. on 14, Young Democrats).