Audio tapes: Two Tough Issues & How to Handle Them

Drug Re-legalization Marshall Fritz & Ray Ransberger

Drug re-legalization appears to be an idea whose time has come. More and more, mainstream type folks are speaking out in favor of it. Even opponents of re-legalization concede that the idea is not easy to dismiss in the face of growing drug-war violence.

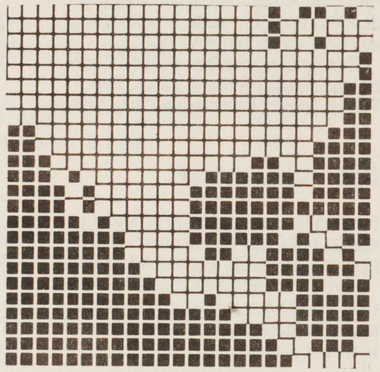
Still, polls continue to show that the majority of Americans are not ready for re-legalization. Libertarians have plenty of work ahead to change people's minds on the issue. This tape can make the task a whole lot easier.

Marshall Fritz and Ray Ransberger debated the issue in a public forum — and won! In an event held at California State University, Fresno, they were pitted against spokesmen for the Coalition to Stop Drug Legalization. You'll hear Marshall and Ray present the libertarian message so effectively that 23 audience members changed their minds during the debate in favor of re-legalization. The final audience survey gave the Fritz-Ransberger team a 49-48 victory. Further, the moderator, a California Superior Court judge, came over to the re-legalization side as a result of the debate.

This two-tape package also includes post-debate diagnosis by libertarians who attended.

A73ab 2.5 hours $19.95

Rethinking Migration Policy Marshall Fritz



Libertarianism includes many bold ideas. One of the most difficult to present is the notion that artificial (i.e., political) barriers to human migration are immoral, harmful and should be repealed.

Americans are bombarded with xenophobic hype from politicians. For years Marshall struggled to discover how to make our ideas on migration appealing. In late 1986 he tried some ideas in a speech to a service club in Fresno. It worked. Twelve members asked for more information about this touchy issue. You'll hear this speech on Side 1 of this tape.

A few months later, 18 young men died in a sweltering boxcar in Texas. The press called them "illegal aliens" and blamed the "coyote" who locked the door. But these young men were people, migrating on planet earth to improve things for themselves and their families. But they were born on the other side of an imaginary line. A border.

"I'll admit the deaths and the misplaced blame got me a bit emotional," Marshall says. "So I got on the Jan Mikelson talk show in Cincinnati and worked hard to make our ideas make sense to the public. You'll hear this talk show on Side 2.

A34 90 min audio $9.95

Advocates for Self-Government, 940 E. Bremer, Fresno CA 93728

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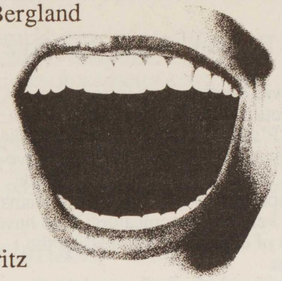
Audio tapes: Making Yourself Understood

Operation Bite-Size David Bergland



Has anyone every told you, "Get to the point"? Or that your answers to questions about libertarianism are too long? Do friends say they don't really want to know quite that much about a subject?

Learn how to dispense with oral essays and give quick, cogent answers of 30 seconds or less. Answers that trigger more questions. Answers that sound good on the 6 o'clock news and look good in the newspaper. Answers that feel right to you.

In this age of the sound bite, this is a skill all libertarians should master. David Bergland will teach you how.

A36 60 min audio $9.95

Ransberger Pivot Marshall Fritz

The Ransberger Pivot is an immensely effective technique for getting a hostile questioner to listen with an open mind. Ray Ransberger taught the technique to Marshall Fritz in 1982. It belongs in every libertarian's tool bag.

Ray figured out that the reason for most hostility is the questioner's assumption — an invalid one — that the libertarian has harmful goals or intentions.

Marshall likes to tell about the time a woman asked him about the FDA. "When she heard me say, 'Yes, I want to abolish the FDA,' she about freaked out. Probably thought I enjoy botulism or something. Not hardly."

Another example. Lots of libertarians talk about "getting rid of the public schools." The listener has visions of bulldozers demolishing the buildings and the children growing up worse educated than they are now.

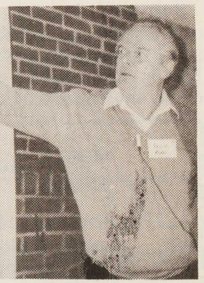
Ray discovered how to pop the invalid assumption that the libertarian has harmful goals, and do it in less than 10 seconds. With this tape you can learn how to use the Ransberger Pivot. And you will use it, often!

Paul Geddes of British Columbia learned the Ransberger Pivot at an Advocates workshop. A few days later he wrote: *"I've already tried the Pivot, with good results. One confirmed NDPer (socialist) is reading Henri Lepage's* ***Tomorrow Capitalism*** *thanks to your ideas."*

David Langlois, Lafayette, La., learned the Pivot at Summit '88. He commented: *"This will help to overcome the wall of ignorance that surrounds the minds and hearts of our prospects."*

A37 60 min audio $9.95

Recognizing Communications Turnoffs Philip Mitchell



Have you ever been called insensitive, or been slow to spot someone's anger, frustration, or resentment? Ever wonder how some people are so aware of others' emotional reactions? Most of us libertarians can answer "yes" to these quesions.

In this eye-opening presentation, psychologist Philip Mitchell explains communications turnoffs. You'll learn how to sense other people's reactions to the things you say and do. And you'll learn how to avoid building those emotional walls that prevent others from hearing our ideas with an open mind.

This tape is not about body language. But it will help you "read" people naturally. You'll even discover how to use your communication flubs to build rapport.

A52 60 min audio $9.95

How to Be Understood and Get What You Want David Bergland

While we all know that "people are different," one difference haunts most explainers of libertarianism: some people like concepts and abstractions, while others resent our analogies and demand examples and precedent.

You'll learn easy ways to spot the different types so you can adjust your message appropriately. Building on the pathbreaking work of David Keirsey, David Bergland applies the latest insights nto temperament to the problems of libertarian communication.

BONUS: Included with the tape is a set of Keirsey Temperament Cards. Let your listener take the 4-card test and you'll know right away what his or "type" is — and the best way to phrase your answers.

A42 60 min audio $9.95

Get the book that started all the excitement about understanding temperament: *Please Understand Me* by David Keirsey. You'll see yourself in its pages — and you'll spot friends, relatives, co-workers as well. Truly eye-opening!

PUM 210pp QPB $9.95

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