

California Freedom

August 2003

The official publication of the **Libertarian Party of California**



• **USA Today** photographer Hanashiro focuses on LPC activist Philip Heath. Photo credit: Paula Kaylyn

Media Relations

National Rag Reports on LP Activists

At a sunny noontime on June 26, Philip Heath, a college student and LP activist in L.A.'s South Bay, and Edward Bowers were hard at work gathering petition signatures to recall Governor Gray Davis. Paired up by fellow activist Bruce Cohen following Bowers's call for volunteers, and then joined by Heath's mother, Paula Kaylyn, the team secured over a hundred signatures at their outpost at the Vons supermarket in Torrance.

By one o'clock they had spoken to numerous voters, quite a few of whom signed the petition. Encounters during the signature stint included a driver pleading, "Impeach Bush!" Bowers encouraged the fellow to write to his congressman. Another pass-

erby, a black veteran of the Viet Nam Conflict, responded to Heath's call of "Recall Davis? Dump the governor!" with an incredulous, "Are you serious?" Bowers conversed with the man, who asserted that Davis isn't to blame for our problems, but admitted that Democrats weren't the ideal party for black voters, and that Republicans weren't either. Although he didn't seem convinced that the LP was the cat's meow, it is satisfying to know that he realized there is an alternative to the two dominant parties.

Soon arriving on the scene was Robert Hanashiro, a staff photographer from national

• See **Activists** page 8

31 Candidates Declared!

by **Ted Brown**
Chair, Candidate Recruitment



The mission of political parties is to gain political influence and governmental control—and that means fielding candidates!

The 2004 general election sure seems distant, but as of this writing, 31 energetic libertarians have declared their intent to join the 87 already in public office in California. Our tireless Gail Lightfoot is running for U.S. Senate, and Bruce Cohen will be un-

dertaking a campaign for U.S. Representative District 48, against incumbent Christopher Cox. Mr. Cohen writes, "The proposed focus of my campaign will be prosperity, jobs, freedom, defense, [and] education." He has been endorsed by Joe Cobb, the internationally respected economist who served the Reagan administration.

It's time to declare your candidacy too! With the primary election in March, the filing deadlines are in November and December of 2003. Candidates can take out papers in late September, over 13 months before the election.

The partisan offices open are U.S. Senate, all 53 U.S. House seats, 20 odd-numbered State Senate seats, and all 80 State Assembly seats. That means that if another 127 step up and are counted, the LPC will have a full slate of candidates.

Interested in running?

Contact Ted Brown at (626) 286-6124, or by e-mail at TedBrown1776@HotMail.com.

Candidates need to be familiar with Libertarian philosophy and be willing to attend campaign forums, answer questionnaires from special interest

• See **Campaign** page 5

Proposition 13 Turns Silver

by **Jon Coupal**
President, HJTA

This year, California's Proposition 13, a.k.a. the "Tax Revolt," turned 25. All types of Californians have reaped the benefits of the Jarvis-Gann measure, whose 1% cap on property tax rates was ensured by voters in 1978, and which Rush Limbaugh has dubbed "father of the modern-day tax cut movement." Here our taxpayers' champion Jon Coupal, President of Howard Jarvis Taxpayers Association, reflects on its silver anniversary.

June 6 is remembered by much of [the] world as a day of liberation, for it is the anniversary of D-Day when allies launched the invasion to free Europe from the grip of Nazi tyranny.

In California, June 6 also marks another anniversary celebrating freedom—the day 25 years ago when California voters charged into voting booths and passed Proposition 13 to take control of taxation by cutting property taxes, setting tax limits, and requiring votes on future tax increases.

It is worthwhile for taxpayers to take a moment to reflect on the ideals of liberty that Proposition 13 upholds and what thousands of ordinary citizens working together can accomplish



• **Jon Coupal**

against powerful adversaries.

Ours is a nation founded on tax revolt. The founders recognized that citizens would

never enjoy liberty as long as they were taxed without representation. Once having secured independence, they framed our Constitution with ten initial amendments, called the Bill of Rights, that were intended to protect citizens from potential abuses of the people by their government.

Our California experience prior to the passage of Proposi-

• See **Prop 13** page 5

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FROM THE CHAIR

“The Chair talks the talk, but does he walk the walk?”

In June I asked, “If you believed your life and freedom depended on it, would you ask one person to join this month?”

“Sure, I’ll do it,” someone replied, “if you do it.”

I was being challenged: “The Chair talks the talk, but does he walk the walk?” Fair question. I’d ask the same.

Let me tell you about Curtis Carson, a small business owner in Thousand Oaks.

When recently I first met and talked with Curtis, I focused on how we are the party of the small business owner. He already knew the two dominant political parties are not supportive of small business owners. As he’s just dis-

covering our movement, he may not agree 100% with all of our positions—yet. But that’s not what is most important. Realize that the power of our ideas and the evidence that our solutions work will eventually convert most any member into a 98%+ libertarian. But that will occur only if we remain in contact and are patient, friendly, and supportive.

On June 17, I met Curtis again. I invited him to become a life member by contributing a \$1,000 check, and to pledge monthly to the national, state, and local parties. I felt comfortable asking, because I’m both a life member and a pledger. Curtis agreed to contribute \$100 and became a sustaining member. I had him write a check on the spot—no corporate checks, please! We even changed his voter registration too, from Republican to Libertarian. Most importantly, he is open to doing more in the future.

Because of LPC’s participation with national’s Unified Membership Plan (UMP) and our state by-laws, \$86 of the \$100 membership contribution will flow as a bounty back to the Libertarian Party of

Ventura County.

More importantly, I asked Curtis to think of other people he knows with whom he and I could arrange meetings. People who are already friends of his will be the most receptive to the message of Liberty. To be heard, you first need to be trusted. By having Curtis—an enthusiastic new party member—do the asking, we tap into those who already trust him. If this is done correctly, you’ll create a never ending chain of prospective members you can ask to join.

Curtis seems quite satisfied with the practicality of this approach, and understands that to win races with appreciable numbers we first need to build the membership of the party, and aim for and win the smaller, local, nonpartisan offices. Only after that can we work our way up.

Curtis could become a candidate and leader for our party. He ran for school board a few years ago and is currently Vice Chairman of the NAACP’s Ventura

County chapter. He plans to introduce me to the chapter Chairman and to a few other friends who might be amenable to hearing me out and joining. The plan is to meet these individuals in person over dinner at his home.

Lessons:

- 1) People don’t join unless we ask them to join.
- 2) The most effective way to recruit someone is to make an appointment and ask—in person on a one-on-one basis.
- 3) Ask for more than the minimum, and make sure you’re giving more than the minimum, so that you’re comfortable and credible.
- 4) Leverage your new relationship to others they know personally, so the two of you can ask the next person together.
- 5) Follow up. Be patient, friendly, and supportive.
- 6) When a new member offers to do “something,” ask him to arrange at his home a recruitment dinner with a friend. ●

Toward liberty—one person at a time,

Aaron Starr
Aaron Starr, CPA, Chairman

FROM THE EDITOR



Sparkling New Lights of Liberty

Fireworks hour on the evening of July 4 found me happily ensconced in U.S. air space, en route from San José to Palm Springs for a brief holiday jaunt.

As I peered west through the window at seat 20F, I was greeted by a host of dazzling fireworks displays. With 250 miles of vis-

ibility—a gorgeous night for Independence Day—I was transfixed by two or three explosive shows all at once as we soared over each populated area in succession. When planning my itinerary I had anticipated this treat.

What I had not expected was even more delightful and provocative.

Despite our altitude of 33,000 feet, I could see unfolding beneath me a tapestry of tiny flickering lights throughout the suburban neighborhoods.

With a start, I suddenly felt inextricably connected to my fellow citizens. Each sparkler, bottle rocket, Roman candle, spinner, and fountain signified someone celebrating and appreciating the birth of America.

Each of those glittering lights represented a natural libertarian.

The lucky ones know they’re libertarians, and of course, most don’t yet realize it. But I like to think that they all feel deeply the meaning of our country and its brilliant founders—also natural libertarians.

Even discounting those lights that might’ve just been tiki torches planted in back yards to enhance the outdoor celebration, that still leaves plenty of prospective freedom fighters for the Libertarian Party of California.

Member Michael Edelstein wrote to us commending Chairman Starr’s call to action in July concerning membership recruiting, and requested more tools with which to respond to that charge. Fortunately, Starr relates just such an anecdote on this page, along with some lessons he learned.

We also examine how to tap in to the driving values of these folks who don’t know yet that they’re libertarian. Sandra Kallander, an award-winning former sales professional, asserts that we need to ferret out what our prospects need from us, rather than the far easier perspective of what we need from them. She provides insightful techniques, echoing the tactics we learned from Larry Robert Pinci, the *Power of Influence* workshop leader, at our convention in February. Pinci had taught us how to increase rapport, identify what prospective members value, heighten our listening power, and improve our overall communication habits. Kallander offers specific examples of these techniques, in this first installment of her series.

In our recurring columns, we meet an enthusiastic new LPC member hailing from show business, as well as two members of the LPC Executive Committee, also from southern California. And as

Unfolding beneath me was a tapestry of tiny flickering lights.



• Elizabeth Brierly

seems unavoidable, we highlight our budget and tax concerns statewide. I sure was fortunate to have successfully elbowed my way past 121 empty seats to commandeer that starboard window and stunning view. Much like the fifty white stars on the American flag, each sparkler I saw twinkling in observance of America’s birthday represented an entity proclaiming how it values liberty.

We know those libertarians are out there—each shining in his own way. Let’s learn to tap in to their passion for liberty and for our country, show them we’re on their side, and encourage them to join us in becoming Libertarians. ●

Toward greater liberty!

Elizabeth C. Brierly
Elizabeth C. Brierly, Editor

Letters to the Editor

Closing the Sale

In "From the Chair" (June 2003), Aaron Starr encourages each of us to ask one person to join the LP this month. An excellent strategy!

Although this seems like a simple request, LP members have incredible difficulty in implementing it. They either lack the skills to do it, have fears about doing it, or both.

This is not surprising. Individuals in the sales profession find it takes much study and practice to master an essential technique called "closing the deal."

I suggest that in future columns Aaron give specific examples of dialogues that have been successful toward this end and offer suggestions to members on how to overcome their fears of rejection and seeming too pushy.

-Michael R. Edelstein, Ph.D.,
San Francisco
Author, *Three Minute Therapy*

Is it prescience or responsiveness our Chair exhibits in this month's column? Enjoy!
-Editor

Recalling Davis

Kudos and thanks to this LPC member whose letter to the Sacramento Bee was published on May 28.

-Editor

California citizens should be outraged at the governor's audacious proposal to levy \$8.3 billion in new taxes on a population currently suffering a 6.7 percent unemployment rate. Private-sector employees these days consider themselves lucky to be employed at all, even if earning less than they have in prior years. Despite the prevailing recession and high unemployment, Davis squandered our tax dollars and now seeks to create new taxes to support his ambitious spending plans.

Four years ago, Davis took office with a record \$12 billion surplus, and promptly ran California into the red, this year a staggering \$38.2 billion projected deficit. Citizens endure the bad economy, cut their spending, defer purchases and vacations, and yet the governor has the gall to ask for more.

Gross financial mismanagement is a major reason why I

support the effort to recall Davis. We don't get the government that we deserve unless we demand it.

-Lori Adasiewicz,
Sacramento
Secretary, LPC

Recall is Dangerous for LP

The movement to recall Davis, while met with local enthusiasm, is fraught with dangers for the LP.

If we make a lot of hoopla about it and it fails to qualify, we look like out-of-touch extremists. If it qualifies and fails miserably in the election, we look like out-of-touch extremists. If it passes just barely, we look like astute politicians, but then we could get Feinstein instead. Only if it passes by a large margin do we look like visionaries.

Win, lose, or not even close, it will cost the state (us) a bundle.

-Ken Obenski,
San Diego

1,000,000,000 Visualize a "Billion"

by Richard Rider
LPC Activist

What is a "billion"?

There are 31.7 or so years in a billion seconds (excluding leap years and leap seconds, but that won't throw us off too much). One billion seconds ago was 1971.

There are 525,600 minutes in a year, and one billion minutes equates to 1,902.59 years. One billion minutes ago was 100 A.D., not so long after Christ's death in 33 A.D.

One billion hours ago was 114,155 B.C.—the Stone Age.

As far as Governor Gray

Davis's spending goes, if the State spends approximately \$100 billion a year, then the governor spends \$1 billion every 3.65 days.

The U.S. government (using the fiscal year 2004 projected \$2.243,021 trillion federal spending budget), will spend a billion dollars of our money every 3 hours, 54 minutes, and 36 seconds. ●

Richard Rider is a long-time Libertarian activist and president of Economy Telcom, contributing to the LPC based on sales of its long-distance telephone service. He was the LPC's 1994 candidate for Governor, and in 1998 garnered 16% of the vote in his race for San Diego Tax Collector. He can be reached at RRider@san.rr.com

Politeness is to human nature what warmth is to wax.

-Arthur Schopenhauer



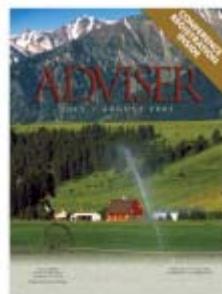
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■ First in a Series

Remember: They Need Us

by **Sandra Kallander**

LPC Activist and Sales Professional

You know you need more LP members, their votes, activism, and financial support. Forget it! There's something else you need first.

You need to know why your prospect needs to join us.

He may be a registered Libertarian. She may have tested libertarian on the World's Smallest Political Quiz. Or you may know he's on the libertarian side of a particular issue. *Knowing that is not enough.* You need to

No lecturing allowed!

know how he experiences this. Even if your prospect is a complete stranger, you can start with this mini quiz: "Has anything ever happened to you that made you wish government would just get out of the way?"

To find out what *he* needs from *us*, ask the following ques-

tions; listen carefully, and agree occasionally. No lecturing allowed! (Do you like being lectured?) Keep asking and listening until you learn why it is that he needs us.

Goal 1: Find out what he has been willing to do, and why.

Ask: "Could you describe what happened?" "Who (or what) made it difficult to solve your problem?" "What did it cost?" "How was it resolved?" or "will it ever be resolved?" Get details. "Did you, or do you, feel cheated? abused? frustrated? triumphant? lonely? angry? helpless?" These indicate motivations; remember them!

Empathize: "I see/feel/hear exactly what you mean." If he triumphed, exult with him. If he failed, commiserate.

Ask on: "What did you do to fix the situation so it wouldn't recur?" If ongoing, "What have you done to try to close the issue? Have you hired a lawyer? Petitioned your congressman? Rallied, picketed, complained? Given up?"

If your prospect fought government, or fought a battle while handicapped by government regulation, you want to know his weapon of choice: Was he armed with hard work, or money, or with support he recruited, or pen and paper, or patience and tact? What was he willing to do to win? What was he unwilling to do? And why? "Are you happy with the way it turned out? the way it is now?"

Goal 2: Find out what he wants to do now.

Ask: "Would you undertake it again? Why?"

If yes, the reason might be principle, duty, love of battle, a desire to repeat a win, or a chance to "get even." Eureka! This prospect is an activist.

If no, the reason will be expense of time or money, perceptions of it being too much trouble or of success being impossible, or fear.

Now you know what the prospect was, and is, willing to do, and what feelings or reasons spur him to act. You know what grieves him, galls him, makes him angry, frustrated, irritated, victimized, scared, or worried. You know why he didn't do more, and what he still wishes were different.

Goal 3: Connect the prospect's goals to your goal of more members.

Based on the reason your prospect gave for the battle being won, lost, or abandoned, now offer what the LP can do for him, using specific examples based on the *details* of your prospect's experiences.

If he gave up because "there's not enough time," respond: "I belong to a political organization that lobbies/fights/petitions/rallies/educates/votes to prevent what happened to you from happening again. *You wouldn't have to commit any time at all unless you want to.* For only \$25/month, our activists will be out there fighting for your free-

dom. What do you think (or 'how does that sound/feel')?"

If "there's not enough money," respond: "I can see where you might not have had enough money to hire an attorney/lobby congress/etc., but for only \$25/month, you could support a political organization that lobbies to prevent what happened to you from recurring. *Wouldn't it be nice to belong to a group of people who pool their resources to save you from the expense of fighting city hall/regulations/legal injustice/the IRS all by yourself?* What do you think?"

If "it's too much trouble,": "It's a huge task and as frustrating/maddening/irritating as it is, it may not seem worth fighting each little battle, one after the other. But it still feels bad, doesn't it? For only \$25/month, you could support a political organization that petitions to prevent what happened to you from persisting. Imagine how much more can be accomplished if we join forces. *And even though you must focus on other things, you'd be supporting others in continuing the battle for you.* How does that sound?"

If "it's a waste of time,": "It's hard for one person, alone, to fight legal injustice and win, especially if you have to put your life on hold to enter the fight. You must pick your battles. *That doesn't mean you have to give up. You can join a winning team,* a political organization that rallies to prevent what happened to you from happening again." Now provide him a specific example of a success. "For only \$25/month, you could know that you're supporting activists who are out there *actually succeeding* in making the system work better so you aren't frustrated/angry/depressed. What do you think?"

If fear: "It can be lonely feeling like you're the only one suffering from government intrusion/injustice (repeat the details of what happened), but you could belong to a political orga-

nization filled with people who are on your side, many with similar experiences. For just \$25 per month, you will also get a newsletter that describes what your team is doing and *giving you moral support.* How does that feel?"

For a winner/activist: "Think how much *more* you could accomplish if you joined a political organization that educates to prevent what happened to you (repeat the details) from recurring. (If he likes winning, he may want to do it again.) Wouldn't you like to have *us* join you in helping others in your situation? For only \$25/month, *you could expand your influence, and connect with supporters and activists willing to help you fight.* Wouldn't it be wonderful to win (repeat his description of how it felt to win), again?"

Any of these responses may elicit one of the other objections. Empathize and ask the questions related to the new objection. Keep your responses short, and if possible, in the form of a question.

"There's not enough time! There's not enough money!"

Next month, we'll make sure the prospect gleans his maximum benefit. If we do this right, he'll want to contribute more than \$25 a month. ●

Sandra Kallander won awards at Sears for selling maintenance agreements, not by selling to more people, but by selling multi-year plans to those who want the coverage. She likes to think that if ever she were negotiating a hostage situation these skills would kick in, but admits it takes concentration, a good night's sleep, and practice. Named 2002 Activist of the Year by LP of L.A. County, she is promoting Culver City Utility Tax Reduction, on the ballot in 2004, and is a proud monthly pledger to the LP.

of authority in religious matters. Also lib-
lib-er-ty (lib'ar-tē) n. pl. ties 1. Free-
sion, tyranny, or the domination of a gove-
chosen; political independence. 2. The sta-
being free, as from confinement; release, as
slavery. 3. Freedom of thought or action
from forms of compulsion or indignity, rega-
right. 4. The ability or opportunity to a-
with one's own wishes or without repressio-
authority. 5. Permission to perform an

Listed in a Latin lexicon:

li'ber, n. book
lī'ber, adj. free

A mere coincidence? Maybe.

But can our freedoms be preserved
without the *write* use of words?

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cupation; unemployed. 3. Able to move a-
confined. — to take liberties or a liberty
unwarranted freedom or undue familiarity.
L. libertas, -tatis < liber free]

When another asserted something that I thought an error, I deny'd myself the pleasure of contradicting him abruptly.... I soon found the advantage of this change in my manner... The modest way in which I propos'd my opinions procur'd them a readier reception and less contradiction.

- Benjamin Franklin

Prop. 13 Turns Silver

Continued from page 1

tion 13 was that even with representation our freedoms can be threatened, especially when members of the Legislature are corrupt, indolent, or incompetent. When peoples' homes were literally being taken at the whim of the tax collector, we knew we had lost our way, had deviated

Californians sent a message thundering across the nation.

from the ideal of a government "of the people, by the people, and for the people."

Proposition 13 limits property taxes by setting the property tax rate no higher than one percent of property value. Initially, the one percent tax rate was measured against a property's value as of 1975. When

a property is sold or new construction takes place, property is reassessed at one percent of its current value. Property assessments can increase to inflation yearly, but no more than two percent. This has the practical value of limiting property tax increases to two percent annually and allows homeowners to know what their taxes will be in the future so they can budget accordingly.

Because Proposition 13 authors Howard Jarvis and Paul Gann wanted to be certain that politicians would not rob property owners of the savings that Proposition 13 provided, they required a two-thirds vote of the Legislature to increase state taxes and a vote of the people to increase local taxes.

With the passage of Proposition 13, Jarvis and Gann and their millions of supporters made a resounding statement—without the use of cannon fire—that it is the people who will rule. Called by many "The Tax Revolt" Proposition 13 was in fact an evolutionary expansion of the citizens' rights guaranteed in the U.S. Constitution. As with the American Revolution, Proposi-

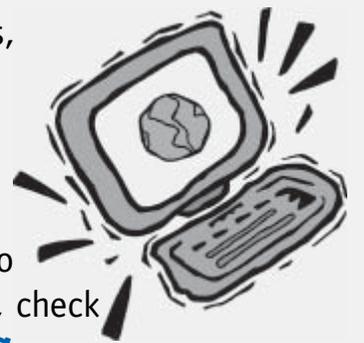
tion 13 acknowledged that one of government's most abused powers is the ability to take the livelihood and property of the people through taxation. By limiting taxes and giving the people a say in how much more they would pay to support government, Californians sent a message thundering across the nation, one that is still reverberating!

In California, polls have repeatedly shown that if they had it to do over, voters would again overwhelmingly approve Proposition 13. But the changes that Proposition 13 brought to California government—limiting taxes and providing the right to vote on taxes—have not taken place without opposition.

Since its inception, Proposition 13 has had powerful en-

Proposition 13 has had powerful enemies.

For the latest activities, discussion groups, meetings, parties, and demonstrations of the Libertarian Party of California and to link to your local region's site, check out www.CA.LP.org.



emies. Politicians have opposed it because they see it as limiting their power. Public employee unions have resisted it because they see any restriction on government's ability to tax as a threat to their job security and potentially unlimited raises. Some in the business community continue to fight it because no longer do campaign contributions alone guarantee that the Legislature and local government will spend money on the projects they favor or provide them with the special tax breaks they crave. And, of course, there continues to be an active corps of pundits that even after our two-and-a-quarter centuries of success as a nation, doubt the people's ability to make important decisions about how we are to be governed.

Today, with the state of California facing the largest budget

shortfall for any state in history, the fate of Proposition 13 is still in question. In spite of the fact that our budget problems have been brought about by lavish overspending, the politicians are again looking to the taxpayers to bail them out, and to them, with their myopic government view, Proposition 13 is once again fair game.

The fight for taxpayers' rights goes on. ●

Reprinted with permission; originally issued the week of June 2, 2003 by Howard Jarvis Taxpayers Association.

Jon Coupal is an attorney and president of Howard Jarvis Taxpayers Association, California's largest taxpayer organization, with offices in Los Angeles and Sacramento. The LPC was honored to have Mr. Coupal address its annual convention in February. HJTA's web site address is www.HJTA.org, and there you may subscribe to HJTA's e-newsletter.

Campaign

Continued from page 1

groups, and respond to media requests for comments, interviews, and articles. Active campaigning beyond that is up to you, and will vary depending on the race and location.

To be legally eligible to run, you must have been registered to vote with the Libertarian Party by December, 2002. If you are registered "decline to state," or not registered to vote at all, you still can register Libertarian, but do so right away, since the deadline is in early September. State Senate and Assembly candidates must live in the district, but U. S. House candidates have only to live in the state, thus can choose any district.

It's vital that voters see a Libertarian alternative for each and every office on the ballot. Let's break our record in 2004! ●

Ted Brown is an at-large representative to the LPC Executive Committee. Not only has he been the LPC's candidate recruiter since the 1988 election, but he is chair of Elected Official Support, which means he'll be there for you even after your victory party!

Call for Bids: Convention 2005

■ Awards and Recognition

AARP Arrives in L.A. South Bay

What's that? Has L.A.'s South Bay become the latest languid retirement community?

Quite the contrary! Far from retiring, the South Bay LP (Region 66), has declared its participation in the LPC's Awards and Recognition Program.

This year the LPC established the AARP, promptly adopted by the enthusiastic regions of East San Gabriel Valley, Orange County, San Bernardino, and Ventura County. Now South Bay Libertarians, chaired by Audrey Carlan, are on board too.

The program offers awards in four categories: organization, membership, volunteerism, and fund raising.

In Membership, for example, here's what it takes to achieve the first level—the bronze award:

● Achieve the bronze level in Organization, which includes

publishing a quarterly newsletter.

● Fill the Membership Chair position

● Print in the region's newsletter: (1) A list of the region's new members, and the totals for last month and for the last 12 months, (2) the number of members compared to last year, and a special calculation of lapsed members, and (3) the level achieved so far in the Membership category, and the goals remaining to reach the next award level.

Every Calif. region is eligible for formal recognition of their efforts. This convenient framework can help guide your region's prioritization of activities and tactics. And it's easy to participate!

For a full copy of the program, contact Awards and Recognition Committee chair Bruce Cohen by phone at (949) 813-8001 or by e-mail: BruceDCohen@Cox.net.

The LPC is now soliciting bids for its 2005 annual convention. If you are interested in the contract

for organizing this event, please send your inquiry via e-mail to: 2005Convention@CA.LP.org

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by Elizabeth C. Brierly
Editor, California Freedom

Christopher Faulk, Sylmar

The level of inefficiency within government definitely causes the cost to increase. Well, how much of our tax money makes it to its intended target? Ten cents on the dollar, maybe? What's on the spending side of this equation?" These are the types of questions Chris Faulk asks now, after having undertaken pursuit of his B.S. in Business Administration while earning his living in one of the most liberal industries around—television.

Faulk has worked as an actor for about 17 years, with his current commercial spots including Sears, Burger King, and Volvo. His career path had shifted at 19 when an injury caused him to lose his Northern Arizona University football scholarship. With his goal of becoming a filmmaker,

His Second Act

he'd been studying telecommunications, which afforded him the chance to perform mock news programs. The injury having hampered his funding for school, he set out for southern California, where he became an actor.

Three years ago, Faulk noticed a copy of *Capitalism: The Unknown Ideal*, by Ayn Rand, at the home of a friend. He was



• Chris Faulk

quite intrigued, since it suddenly hit him that he had no idea what capitalism really was. "What I'd heard was that capitalism is a bad thing, [but] Ayn Rand spoke what I have always thought...I was shocked at her courage." Faulk believes that "FDR's economic bill of rights was the turning point in terms of the U.S. going from a more capitalist economy to a socialist economy."

Faulk's parents were Democrats, and until the age of about 30, Faulk experienced a lot of

pressure to go the route of altruism and denying oneself. His father, who worked in Veterans Administration hospitals for 35 years, taught him always to put others' needs before his own. Faulk reports that in the acting profession, there's the assumption that the collective will take care of individuals—but that doesn't happen, and in fact, the nature of this highly competitive profession would seem to contradict that tendency.

Following his discovery of Rand, Faulk's "only logical choice was to go LP." So he joined the LPC this May. "[But I got a] weird feeling signing up...! Stepping outside the two-party system feels strange. That depends on the community you're in; I live in a community of people really more liberal, [even] socialist."

Regarding the theory that Hollywood stars' "success guilt" might lead to their promoting liberal views, Faulk lamented the irony of those who "worked hard and developed their craft," achieving a great measure of success, feeling compelled to downplay their achievement and publicly display the opposite. Faulk explains that a successful actor must "keep

this public image of really caring [about others]; if he doesn't, he loses at the box office. But he didn't get there by [forgoing opportunities or donating his roles to benefit other actors]."

Along with his acting gigs and his studies, Faulk volunteers twice per week at the day care of his daughter, Katie, who turns six this month. He wants to teach Katie that it's right to consider "the quality of someone's character, and know that she doesn't have to take care of everyone [just] because they're breathing."

With his new sense of the value of capitalism, Faulk has focused on Marketing during his program at University of Phoenix, which he will have completed by the time this article is in print. He plans to commence his MBA in January, possibly at California State University at Northridge. In the meantime, he can be seen on television's *General Hospital*, and hopefully, Faulk will start playing a new role at his local LPC region's meetings and events! ●

Elizabeth C. Brierly has been active in the LP since 1994. She is a free-lance editor and communications consultant, and lives in San Jose.

Welcome Aboard!

The LPC is pleased to announce the following 20 new members who joined in June, including Alan Bell, a marine project manager, Robert Emanuel, an information technology director, self-employed filmmaker Anthony Huljev, Jessica Rodgers, a sales and marketing manager, Randall Von Feldt, a consultant with an accounting firm, and graphic artist Alice Yuan. On this page, you can meet Christopher Faulk, who joined in May. We hope to be able to welcome all of you in person soon at your local discussion groups, meetings, and events!

- Brian Aberg La Jolla
- James Aragon Fairfield
- Alan Bell Ojai
- Curtis Carson Simi Valley
- Robert Emanuel Long Beach
- Anthony Huljev Los Angeles
- Daniel Jameyson Davis
- J. Jurkovich Fresno
- Luke Knowles Los Angeles
- Robert Leigh Berkeley
- Dana Miller San Diego
- Michael Nealeigh Yreka
- Jessica Rodgers Watsonville
- Harley Seaman Concord
- Michael Teresa Los Gatos
- Ted Tipton Placentia
- Frank Valdez Rancho Cucamonga
- Randall Von Feldt Portola Valley
- Scott Wilson Ojai
- Alice Yuan Los Angeles

Save the Date! LPC Convention: March 12-14

It may be hard to fathom, but some delegates don't agree that political conventions constitute a romantic adventure for Valentine's Day. So the next annual convention of the LPC will not be held on its traditional Presidents' Day/Valentine's Day weekend, but on March 12-14, 2004 at the Doubletree Hotel in San José. Watch this space for news of the business agenda, featured speakers, and activities. ●

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Win Free Airfare to LP National Convention in Atlanta

Free round-trip airfare to the LP's 2004 national convention in Atlanta will be awarded to between one and five LPC members!

To enter the contest, simply sign up as many new monthly pledgers as you can before December 31, 2003. The four LPC members who sign up the most pledges to any combination of LP national, LPC, and LPC regions will be automatic winners.

Also, a drawing will be conducted at the March 2003 LPC convention at which one additional winner will be selected at random from all those who signed up new pledgers.

Signing up more or bigger pledgers will increase your chances to win. ●

Two Ways to Win

The Fine Print: Initial payment for all pledges must be received after July 1, 2003 and before December 31, 2003. Pledges canceled or not paid in full as of the LPC convention in March 2004 will not count. Only one person can take credit for each pledge or part thereof. Drawing will be held only if total new pledges to the LPC from all sources during the period July 1, 2003 to December 31, 2003 reach \$2,000 per month. The drawing will be made from a hat containing one slip of paper bearing the contestant's name for each \$10 per month of pledges signed up by that contestant. Automatic winners must sign up at least \$2,000 per month of new pledges to qualify. If no one signs up \$2,000 of new monthly pledges, the LPC member who signed up the most new pledges will win. New and existing pledges by existing members may count toward one's own efforts. Only new pledges may count toward another's efforts. Prizes contributed by M Carling. Interpretation of contest rules will be made by M Carling, subject to appeal to the LPC Judiciary Committee. M Carling not qualified to win. Questions may be addressed to M@idiom.com.

Job Seeking? Bolster résumé with volunteer projects!

Wanted! P.R. Specialist

I like to think I write a good press release, but there must be Libertarians in our midst with real public relations experience. The Media Relations committee wants you! Our success would be multiplied greatly with a bit of advice or a few hours a month from someone not learning this vocation from square one. If you are interested, drop me a line at EBowers@Mac.com!

-Edward Bowers
Chair, Media Relations

Web designers wanted!

The Libertarian Party of California is seeking web designers to create persuasive web pages for issue-oriented Google advertisements. The objective is to reach people searching various relevant keywords and sell them on the value of joining or contributing to the LP. Anyone wishing to volunteer to help with this exciting new outreach approach should contact Daniel Wiener at Wiener@ZeroCall.com.

-Daniel Wiener
Member Acquisition

Whatever your skills, visit www.CA.LP.org/lpc-committees.html, and contact the committee that interests you.

Meeting Notice

The quarterly meeting of the LPC Executive Committee will be held on Saturday, September 20, 2003 from 10:00 A.M. to 5:00 P.M.

Doubletree Hotel San Jose International Airport

2050 Gateway Place
San Jose, CA 95110
Phone: (408) 453-4000

The hotel offers complimentary shuttle service to and from the airport.



Who's Who on your LPC Executive Committee

Each month, meet a few of the hard-working activists setting the strategic direction for your state Party. They welcome your inputs and of course, your expertise where your skills and experience match the goals of their committees!

Ted Brown Still at Large

Ted Brown has served as an at-large representative for LPC for many years, interrupted by a stint as Southern Vice Chair in 1999-2000. He is also a former state chair and newsletter editor.

Born in Ohio, Brown joined the LP in 1978 at the ripe old age of 18, and counts among his main issue interests the War on Drugs, victimless crimes, freedom of speech, and a non-

interventionist foreign policy. He came to California during college, and in 1984, having indulged his political interests, was graduated from UCLA with a B.A. in Political Science with a concentration in Constitutional Law.

Now Brown is an independent insurance adjuster and investigator specializing in auto, property, general liability, and construction defect cases. Brown and his wife, Laura, a native of Texas, have been married since 1984, and live in unincorporated East San Gabriel with their ten-year-old daughter, Katie.

This year Brown chairs not one but two LPC committees: Candidate Recruitment and Elected Official Support, and pens the "Libertarians in Public Office" column for *California Freedom*.

Aside from his leadership in the state Party, Brown has the auspicious claim of having run for public office more often than any other California Libertarian—having logged 12 races, from Pasadena City Council to two runs for State Insur-



• Selzer offers LP Videos

ance Commissioner ('90 and '94), in which he received 433,000 and 345,000 votes respectively, making him one of the most popular candidates of any alternative party for any office in California in the last generation. More recently, he ran for *U.S. Representative* in 2002.

Brown's enthusiasm for running for office has lent him great credibility as a candidate recruiter, a role he has spearheaded since the 1988 election. He has also analyzed—and written a multitude of ballot arguments against—statewide

bond measures. Brown is pleased to report that on many occasions, the majority of voters agreed with his arguments, and thus taxpayers have saved over \$5.3 billion in principal and interest.

Mark Selzer Southern Vice Chair

A southern California native, Mark Selzer was born in Glendale and raised in Los Angeles. This small business owner has run enterprises in San Francisco and Hollywood, where he now resides. He became active in the Libertarian Party in 1998, running in 2000 for State Assembly. In 2001 he was elected Southern Vice Chair of the LPC, where this past February he was reelected to a second term.

It was because his "fellow liberals were all becoming Big Brother liberals, thinking that if they were in charge instead of conservatives, things would be better," that Selzer became a Libertarian. "I do not trust any Big Brother—no matter what phi-

losophy they think they must force on others."

Selzer produces and hosts *The Libertarian Alternative*, a television talk show for Public Access, since he is convinced that "in politics, if it does not happen on TV, it doesn't happen at all." The program features interviews with a wide variety of libertarian guests, from American Indian activist Russell Means, to gun rights advocate Anna Z, and is broadcast in L.A. as well as many other parts of California. Cable stations carrying the half-hour show are listed at www.LPOC.org/pg-libtvgrid.html, and it's broadcast mostly on Tuesday evenings. Videotapes of the show are available as an effective outreach tool.

Selzer doesn't limit his public noisemaking—he can also be spotted extolling libertarian values as a guest on other TV shows, as well as local radio. ●

You can find all the LPC Executive Committee members on the LPC web site, at www.CA.LP.org/lpc-ec.html.



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Government Mandated Notices: The Federal Election Commission requires political committees to report the name, mailing address, occupation, and employer for each individual whose contributions aggregate in excess of \$200 in a calendar year. The IRS requires us to print "contributions are not tax-deductible" on all fundraising appeals.

Activists

Continued from page 1

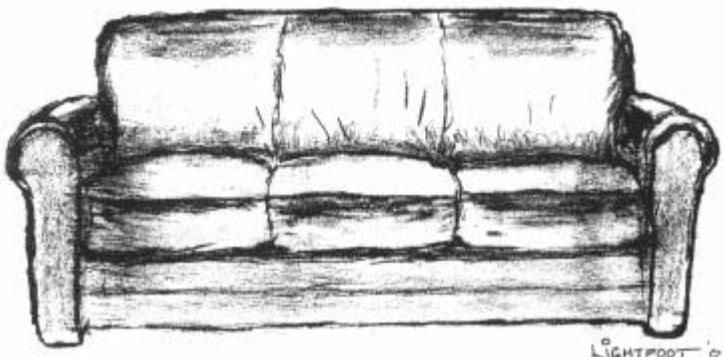
newspaper *USA Today*, prompted by a press release from Media Relations Committee Chair Bowers, who was armed with a sign proclaiming, "I vote Libertarian; ask me why." Hanashiro snapped photographs and spoke with the two for quite a while, discussing the recall effort and libertarian ideas in general.

Sure enough, on July 1, Hanashiro's photo of Heath, petitions in hand, appeared on page 3 of *USA Today*, captioned, "Wants

Davis out," and identifying Heath as a Libertarian Party member. The photo accompanied an article about the recall effort—truly a national anomaly—headlined "Budget hole may swallow Davis," and which was referred to on page 1. Congratulations to the dedicated trio for the critical parts they played in winning this publicity coup. ●

-Submitted by Bruce Cohen
and Edward Bowers

LIBERTARIANS ON THE WEEKENDS



California LP Calls "Shotgun" in Drive to Reverse Governor's Car Tax Maneuver

Governor Gray Davis and State Controller Steve Westly have jointly issued a contorted legal opinion claiming they can raise the Vehicle License Fee—a.k.a. car tax—"administratively." Their tactic violates Proposition 13, and Senator Tom McClintock has prepared two initiatives to give voters the chance to thwart this illegal increase in the car tax.

The LPC's friends at Howard Jarvis Taxpayers Association are of course on the bandwagon, having filed suit on July 1 challenging the increase. "The notion that a \$4 billion tax increase can just happen by itself is absurd," said HJTA President Jon Coupal in a press conference on the steps of the Sacramento Superior Court. "Unfortunately, this proposed tax increase is reflective of the current political leadership's habit

of avoiding responsibility."

Article 13A (Proposition 13) of the Calif. Constitution plainly states that to raise taxes, a two-thirds vote of each house of the legislature is required.

Joining HJTA in its legal action, and led by McClintock, are Republican legislators vigorously opposed to using tax increases as a way to close the budget gap. ●

Help fight the despised tripling of the car tax!

Read about the initiatives and register as a petition circulator:

www.TomMcClintock.com

Read LPC's press release promoting the initiatives:

www.PRweb.com/Releases/2003/6/PRweb70243.php

Advertisement

MORE Discount Services for California Libertarians!

by Richard Rider
President, Economy Telcom

As you probably know, I run a regular monthly ad in this newsletter for my company's discount long distance phone service. As my Libertarian-related business has grown, so has the size of my ad.

What you may NOT know is that we at Economy Telcom offer some other discount services that you might want to take advantage of. Here are some:

1. Discount dial-around long distance service—like "10-10-321," but much cheaper. The rule of thumb is that if you see the dial-around ads on TV, they cost WAY too much. While less pricey, the mailed dial-around ads also cost too much. We've got a couple of inexpensive dial-around programs for both domestic AND international calling. The big advantage is that you don't have to change your long distance carrier. With a dial-around, you can make cheaper calls, while others can remain comfortable continuing to use their brand name, higher-priced long distance carrier! The dial-around bill is separate, so it is clear who made the calls.
2. Want to know who made which long distance calls? Sometimes with roommates, this is quite important. At no additional charge, we can provide account codes that will group the calls according to the originator. It's a handy feature for multi-user phones.
3. While most cell phones today offer free long distance calling, some of the older cell phone plans do not. We can offer a method of making those long distance calls inexpensively by programming in an optional special access number in your cell phone dialer.
4. If you have ever made international long distance calls from a cell phone, you were NOT happy with the bill. It usually costs DOLLARS per minute. We can provide you with an easy way to make such calls VERY cheaply, without having to punch in a bunch of extra numbers each time. Calls to Europe, for instance, can be done on your current cell phone for under a dime a minute.
5. Of course, while our LP ads have emphasized our "switched" long distance service for U.S. calling, we also offer terrific direct dial long distance plans for international calling. For instance, usually Europe can be dialed direct from home or business for 7 cents a minute or less, with no fees.
6. Interested in one of these advertised \$49.95 "one bill" plans that provide both a fully-featured local phone company line and unlimited long-distance calling? We offer that type of plan as well, using the EXISTING local phone company lines. If you are with SBC/Pacific Bell or Verizon, we will continue to use your same physical local phone lines, and you keep your present phone number. Plus, we include a couple of terrific features that the other "unlimited" plans don't provide.
7. We offer discount conference calling plans for up to 500 people at a time—available in both low cost per minute plans and inexpensive, flat rate, "all you can talk" packages. Great for companies!
8. We offer our services in all fifty states. If you have friends or relatives in the U.S., we can help.
9. Last but not least, if you have a business, we offer discount local phone company service. Savings generally come to 15-20% per month—often using the same SBC or Verizon lines and same phone numbers you are using now.

Bottom line? If you use ANY phone, we can probably save you money. And if we make more money from LP users and referrals, the ad revenue to the California LP grows as well.

Give us a call at **1 (800) 914-8466**, or e-mail me at RichardRider@EconomyTelcom.com