



# Libertarian Penn

Newsletter of the Libertarian Party of Pennsylvania

December 2004

## Campaign Victories Earned

**David Jahn, LPPa Chair ([chair@lppa.org](mailto:chair@lppa.org))**

The November election is over and I want to thank everyone who helped the party and our candidates achieve our goals. As always we find cause for celebration and improvement. We maintained minor party status as both Betsy Summers at 2.67% of the highest vote getter and Berlie Etzel at 2.33% of the highest vote getter both exceeded the 2% requirement. Among other things, that means the state must allow voters to register as Libertarian Party members which helps us identify many of our supporters. It also allows us to take part in Special Elections, and there are a few of those on the horizon. I'd like to thank Betsy, Berlie and all of our candidates for their efforts. Candidates keep the Libertarian

Party in people's minds. According to the election results, our candidates are getting 1.5 to 3 times more votes than candidates from other minor parties. That's encouraging.

While we never seem to get as much press coverage as we would like, it did seem to me that the press was more supportive of our party and candidates this year. Perhaps, our candidates have finally found a way to convey our message in a manner that the press can comprehend. Whatever the cause, positive coverage may be signaling a change in the political forecast. If so, we should strive to keep our issues in the news.

I have learned one big lesson from talking to the media. (I've been doing a lot of

that this year.) Laziness may be the biggest reason the press doesn't cover our candidates. Often they conclude our candidates won't do well in the election and therefore, they don't want to do any research. So, the challenge is for our candidates to put the information before them in a manner that spares them from research and inspires them to cover the campaign. I suppose that is easier said than done, but we must work to identify who our friends in the media are and we must strive to make more. Judging from the articles I've been reading, we have been doing a pretty good job of that over the past year.

*(Continued on page 3)*

## Campaign Lessons Learned

**Russ Diamond, LPPa Media Relations Chair ([russ@rusdiamond.org](mailto:russ@rusdiamond.org))**

This year, by far, has been the most exciting year of my life. I have learned more this year than I can convey in a few paragraphs, but I will try to pass on some of the most important lessons I've learned as a candidate.

I'll start by stating that before I ran for office this year, I was a complete political neophyte. I wasn't even a registered Libertarian.

### **Ballot Access**

Gathering signatures is easy – all you have to do is ask. But you have to ask the right way in order to get a positive response. With the help of Bill Redpath, national LP Ballot Access Chair, we developed a short delivery that pushed the right buttons for most people.

The hardest signature to get is the first. That's because it's all in your head. How many times have you headed out, determined to get signatures, but instead let the negativity in your mind rule the day? Overcoming your own fear of rejection is the key to getting signatures. Don't worry about who will say no, just keep plugging away.

One more thing regarding signatures: If we can't do it on our own, we don't deserve to be on the ballot. My goal for 2006 is to gather all the signatures we need in Pennsylvania without any help from the national party. I will take great pleasure in independently clearing the high hurdles the Republicrats have set for us.

### **Name Recognition**

By far, this is the most important aspect of any campaign. It's the reason why Arnold Schwarzenegger and Jesse Ventura were elected without any previous political experience.

Before my campaign I was content to hide out in my own little corner of the world and mind my own business. But for anyone considering a political run in the future, getting your name out there now is critical.

*(Continued on page 3.)*

# Pennsylvania Libertarians Earn 331,264 Votes!

Our Pennsylvania Libertarian candidates were mentioned in over 250 newspaper articles, many with in depth interviews or candidate profiles. TV coverage of our candidates has also improved. Both Comcast and PCN-TV offered their viewers interviews with our candidates and often broadcasted the segments repeatedly. Dozens of candidate debates and candidate forums were also televised. Each media opportunity was another chance to educate voters on the benefits of liberty. Considering the resources available, our candidates did a great job of getting the word out. Pennsylvanians cast over 300,000

votes for Libertarian candidates this year. The excitement that our candidates generated brought numerous inquiries from the public for more information about our party with many more stepping forward to volunteer their services to help us advance the cause. This has led to a growth in membership and the formation of multiple new county organizations.

## Congratulations Libertarian Candidates!

## 2004 Election Results

Race	Candidate	Libertarian Votes	Total Votes	Libertarian Percentage
<b>Statewide Offices</b>				
President of the US	Badnarik, Michael	21,185	5,765,764	0.37%
US Senate	Summers, Betsy	79,263	5,593,354	1.42%
Treasurer	Perry, Darryl W	61,238	5,461,644	1.12%
Auditor General	Etzel, Berlie R. Jr	64,959	5,353,720	1.21%
<b>US Congress</b>				
5th District	Martin, Thomas A.	26,239	219,091	11.98%
7th District	Jahn, David	3,039	334,527	0.91%
8th District	Farnsworth, Arthur L.	3,710	331,264	1.12%
13th District	Moulton, Chuck	3,865	308,124	1.25%
15th District	Piotrowski, Richard J	3,660	291,134	1.26%
17th District	Diamond, Russ	5,782	291,786	1.98%
19th District	Paoletta, Michael (Mickey)	8,456	245,094	3.45%
<b>Pennsylvania Senate</b>				
21st District	Robertson, Michael J	2,290	97,930	2.34%
<b>Penn. Gen. Assembly</b>				
35th District	Posipanka, David	1,574	20,063	7.85%
63rd District	Robertson, Michael J.	1,622	22,487	7.21%
77th District	Martin, Thomas A.	598	29,488	2.03%
101st District	Diamond, Russ	3,248	19,660	16.52%
102nd District	Ondrusek, Raymond S.	1,482	21,441	6.91%
105th District	Gordon, Cheryl L	4,001	30,059	13.31%
148th District	Ebeling, Eric R.	338	35,564	0.95%
153rd District	Wusinich, Matthew	316	33,575	0.94%
157th District	Babb, James	2,761	24,912	11.08%
162nd District	Jahn, David	273	27,443	0.99%
178th District	Russell, Jay	461	34,326	1.34%
196th District	Keslar, William	936	21,878	4.28%

## Victories Earned (Continued from Page 1)

Please mark your calendars now. The board has agreed to hold the state convention in Harrisburg again on the last weekend in April 2005. We encourage everyone to attend. More information regarding the convention will be included in the next issue of the Libertarian Penn.

We are working on reforming the membership committee. I've been meeting with Barry Dively and representatives of Cumberland and Dauphin counties.

They have adopted this committee and are committed to assuming that role. Having a county adopt this committee is an excellent solution. It makes me wonder if there are any other counties out there that might be willing to adopt a committee. If so, please let me know. We have a few that are vacant.

Speaking of counties, we have a number that are now forming including Schuylkill, Carbon, Northampton, Lehigh, Indiana and Philadelphia and a

few others. We welcome and encourage all of our counties that are organizing. Having contacts in every county is invaluable.

Well, I hope everyone had a wonderful holiday and I look forward to seeing each of you over the coming year.

## Lessons Learned (Continued from Page 1)

How can you accomplish this? Get involved in your community. Join the Lions club, the Rotary, the Sertoma Club, and any other local group you can. These are the places where you'll find the people who are politically important in your community. Get out and volunteer – if you show people you're pretty much like them, accepting you as a candidate will be much easier in the future.

Once you start running for office, a constant flow of press releases is key. They must be well-written, concise and timely. Most of all, they should be written from a point of view that is not completely foreign to the voters in your area.

Not all your press releases will be picked up. By the end of this past election season, we noticed the media started running our releases verbatim. The media, contrary to popular belief, rarely hunts down a story. They report what's fed to them. It might as well be fed to them by you.

I've noticed now that when I walk into a meeting of my county commissioners or township supervisors, everyone knows who I am. The same is also true of community events. I was at a concert a few weeks ago, and a member of the local Arts Council grabbed me by the arm and literally marched me over to their direc-

tor to introduce me. "We can't risk losing a chance to have a Russ Diamond on our team," was the comment she made. Flattering, but it was a direct result of the efforts we made in our campaign.

### Raising Money

I know we Libertarians believe our principles are superior to those of the Republicrats (if they even have any!), but principles don't win elections – money does. Raising money is like gathering signatures – all you have to do is ask.

We raised almost \$35,000 this year in donations and in-kind contributions. I believe we were successful in this area because we had sound ideas that people could relate to. We didn't just have Libertarian money; we received some substantial contributions from people of other political affiliations as well.

### Talking Points

Without a solid platform with a few core populist points, a campaign will go absolutely nowhere. When asked questions about your positions, know when to shut up. The more words coming out of your mouth, the more opportunities you give for someone to disagree.

In my opinion, too many Libertarians attempt to make their answers all-

encompassing, try too hard to explain the reasoning behind those answers, and focus too much effort at pointing out how we differ from others. Instead, find common ground and work from there.

### Finally, don't go it alone.

Campaigning is tiring and takes an emotional toll. You absolutely need to have a support system – a few core people you can trust who will be there to listen to you vent your frustrations and share your victories. This group will also serve to keep you on track and grounded in reality.

All in all, I think we did a decent job this year and I look forward to doing it again soon! I hope you do too. In fact, each and every one of you should consider running for office. Please consider a local race in 2005 or State Representative in 2006.

*Russ Diamond is a former candidate for State Representative in the 101st District and U.S. House in the 17th District.*

**info@lppa.org**  
**1-800-R-Rights**  
**www.LpPa.org**

# The Missing Ingredient: Outreach

**Darren Wolfe, Eastern Vice Chair (EVChair@lppa.org)**

I wasn't there, but I was told it was embarrassing. The Pennsylvania delegation was seated at the back of the convention hall at the national Libertarian Party convention last May. That's because our state was near the bottom of the list for growth in new members. As a matter of fact, our growth was negative between 2000 and 2004.

The message is loud and clear: We must grow the Libertarian Party of Pennsylvania. This entails outreach, outreach, and more outreach. The goal should be to have an outreach effort of some kind happen at least once a month in each county. All you need is a booth or a table at a county or local fair, gun-show, ethnic festival, or church or university event. The LPPa has an Operation Politically Homeless (OPH) kit available for mem-

bers use. (In most of eastern PA the OPH comes with an Eastern Vice Chair to help run it.) This is the best way to find the small "L" libertarians out there and make big "L" Libertarians of them. Outreach will also educate the non-libertarians about us and bring some over to the LPPa.

*New members mean more funds, more candidates, and ultimately more elected libertarians.*

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For example, at a recent OPH at a small gun-show in Gilbertsville, Montgomery County, we were well received. Over one

hundred people took the World's Smallest Political Quiz. Forty-three of them signed up to get more information about the LPPa. Several took membership forms with them.

As Thomas Jefferson said "Enlighten the people generally, and tyranny and oppression of both mind and body will vanish like evil spirits at the dawn of day."

Outreach is paramount to reaching our full potential. After all, we don't want to be at the back of the convention hall again in 2006. With a little effort, we could earn front row seats.

Operation Politically Homeless kits can be ordered from the Advocates for Self-Government website at [www.self-gov.org](http://www.self-gov.org).

# LPPa Treasurer and Congressional Candidate takes on the IRS

**David Jahn, LPPa Chair (chair@lppa.org)**

Arthur Farnsworth, Congressional Candidate and Treasurer for the Libertarian Party of Pennsylvania is mired in a battle with the Internal Revenue Service. Just days after losing his bid for Congress, he was arrested and charged with attempting to evade federal income taxes. The government initially sought to have bail denied, but their absurd assertions that Mr. Farnsworth is a "flight risk" weren't convincing. The judge saw through their claims, set bail and ordered his released.

For years, Mr. Farnsworth has publicly expressed that the federal government has been deliberately misapplying the income tax laws and has been lying to the American people. On his web site, [www.enter.net/~arthurlf](http://www.enter.net/~arthurlf), Mr. Farnsworth asks, "Do you file and pay because everyone else does, or because at some point you have been shown the law that requires you to?"

Although not specifically mentioned by Mr. Farnsworth, a growing number of tax

experts, including attorneys, accountants, a former federal prosecutor, and multiple former employees of the IRS have stated that the income tax laws show that most American citizens do not have any liability for the income tax. The legislative history of the tax code also shows many suspicious changes made to important sec-

*It should be easy for the IRS to correct these tax experts if they are wrong. You have to wonder why our government refuses to do it.*

tions of law. A documentary has recently been released *en masse* detailing these disturbing changes along with interviews from many of the above listed experts. It is available online at [www.861.info](http://www.861.info).

A large crowd of Art's supporters gathered at the General Lafayette Inn & Brewery in Montgomery County on December 17, to raise money and recognize the courage of

those who dare to confront the IRS. (Supporters may send contributions by mail to Farnsworth Legal Fund, 706 Sunnyside Ave., Norristown, PA 19403.)

It is the hope of the Libertarian Party of Pennsylvania that Mr. Farnsworth will be afforded due process of law and that his arrest will force our government to finally address the valid questions that he and thousands of others have posed. A just government owes its citizens nothing less.

The Libertarian Party of Pennsylvania has offered to facilitate a meeting between representatives of the tax honesty movement and our government so that the questions posed by these experts can be properly addressed. Such a meeting would help resolve decades of legitimate questions by citizens across the country. The solution is simple: answer the citizens' questions. It should be easy for the IRS to correct these tax experts if they are wrong. You have to wonder why our government refuses to do it.

# Building the Party with Books

**Tim Crowley, Western Vice Chair (WVChair@lppa.org)**

Besides the standard Ayn Rand books and reference materials like Robert's Rules of Order and The Pennsylvania Manual, I have found several useful books for LPPa members to read. They center on the nuts and bolts of campaigning and on sales and persuasion techniques. These are the areas where improvement will most dramatically affect the LPPa.

## **Campaign Books (nuts and bolts of organizing a political campaign):**

- *The Campaign Manager* by Catherine Shaw
- *How To Win a Local Election* by Judge Lawrence Gray
- *Winning Election* by Faucheux
- *All's Fair* by Mary Matalin and James Carville – An enlightening blow-by-blow account of the 1992 Presidential campaign as told by

both the Bush and Clinton camps.

- *How to Beat the Democrats (And Other Subversive Ideas)* by David Horowitz – Good rhetoric to use in press releases and in speeches if you change "Republican" to "Libertarian".

## **Sales and Fundraising Books:**

- *Selling for Dummies* by Tom Hopkins
- *Prospecting for Dummies* by Tom Hopkins
- *Advanced Sales Strategies* by Brian Tracy
- *The 25 habits of Highly Successful Salespeople* by Steve Schiffman
- *Power Sales Presentations* by Steve Schiffman
- *Fundraising For Dummies* – another excellent yellow and black dummies book.

If every LP activist would read one sales book and one campaign book, we would be light-years ahead of where we are now. All of our decisions would be better informed. Our public perception would be better. We all need to understand and appreciate that we are in the communications business.

Also cassette tapes and CDs are available by the same authors. Brian Tracy's "The Psychology of Selling" is an excellent two-tape program which will help you persuade people to join the LPPa or to accept libertarian platform positions. I also recommend the Pioneer Valley Libertarian Association Candidate Support Disk. This is well worth the \$5 suggested donation. There are also some good campaign manuals available online and in the LPPa archives.

# Mark Rauterkus Nominated for PA State Senate District 42

Pittsburgh, PA -- The Libertarian Party of Allegheny County nominated Mark Rauterkus as their candidate for State Senator in the District 42 Special Election. This election will be held to fill the remaining term of State Senator Jack Wagner when he resigns to become Pennsylvania's Auditor General. The Rauterkus nomination took place at the monthly meeting of the Libertarian Party held on December 12th

"Pennsylvania took a step forward today," said Rauterkus, "because we now have a candidate from outside the established political machines. My candidacy will provide citizens and taxpayers some new ideas and perspectives representing their interests."

Mark Rauterkus, a Pittsburgh South Side resident, is no stranger to politics. In 2001, he was runner-up for the GOP nomination for Mayor of Pittsburgh, using the opportunity to build alliances

throughout the area. Later he changed his party affiliation to Libertarian and he was recently elected as a 2005 board member of the Allegheny County Libertarian Party. In 2004, the 45-year-old swim coach has worked with local groups to search for private funding for

*It is now more important than ever to cut taxes, cut spending and cut government.*

closed city recreational facilities.

In his acceptance speech, Rauterkus promised to put the interests of the taxpayer above those of corporate and government interests.

Regarding US Airways he remarked, "Given the unfortunate US Air situation, it would be far worse if government used corporate welfare to try to bail out a troubled business, but only dragged out an already painful process. It's better to

have new airlines move here and employ local people to expand air travel for local travelers."

Regarding Act 47 and Pittsburgh's budget crisis, Rauterkus pledged to work with the city to find ways to cut taxes and trim city expenses. "These budget problems were obvious four years ago. It is now more important than ever to cut taxes, cut spending and cut government."

Pursuing fiscal responsibility, Rauterkus proposed a money-saving idea regarding the special election, "I will call on the state to schedule the District 42 special election on Primary Day instead of early 2005. I know that will increase opposition turnout and make the election harder for me, but I cannot in good conscience sit silently and cost taxpayers un-necessary expense."

**Rauterkus for State Senate  
412-481-2540**

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# The Libertarian Party of Pennsylvania Membership Form

## Membership Options

- Full member (includes state and national membership): \$25.00**
- Associate member: FREE (with valid e-mail address).**
- New membership**

*NOTE: Full membership includes the LPNews and Libertarian Penn newsletters and voting privileges at our state convention.*

The Libertarian Party is the party of principle. To publicly affirm what we believe – and to ensure that our party never strays from our principles – we ask our members to proudly sign this statement:

*“I hereby certify that I do not believe in or advocate the initiation of force or fraud as a means of achieving political or social goals.”*

X \_\_\_\_\_  
 Signature (required)

## We need your support, please donate!

Please consider an additional donation to help us grow:

General Fund:      \$1,000    \$500    \$250    \$100    \$50    Other: \_\_\_\_\_

Ballot Access Fund:    \$1,000    \$500    \$250    \$100    \$50    Other: \_\_\_\_\_

Payment type:    Cash    Check    Money order    Mastercard    Visa

Credit card number: \_\_\_\_\_-\_\_\_\_\_-\_\_\_\_\_-\_\_\_\_\_   Expiration date: \_\_\_\_\_

Signature: \_\_\_\_\_

\$\_\_\_\_\_ TOTAL ENCLOSED (Make checks payable to “Libertarian Party”)

### Member Contact Information:

Name: \_\_\_\_\_ County: \_\_\_\_\_  
 Address: \_\_\_\_\_ E-mail address: \_\_\_\_\_  
 \_\_\_\_\_ Evening phone: \_\_\_\_\_  
 \_\_\_\_\_ Day phone: \_\_\_\_\_

**Mail this completed form with payment to: The Libertarian Party of Pennsylvania  
 3863 Union Deposit Road, #223  
 Harrisburg, PA 17109**

# PA Political Math: Higher Taxes = Taxpayer “Savings”

**Matthew J. Brouillette, 717-671-1901**

A recent news release from Pennsylvania Republican Party Chairman Alan Novak congratulated “Republican leaders and lawmakers ... for stopping Gov. Ed Rendell yet again from raising taxes on hard-working Pennsylvania families.”

Hmm, one has to wonder if Mr. Novak lives in the same Pennsylvania as we do. Because with such reasoning, this, too, would probably make sense.

Gov. Rendell: “I’ve figured out how to rejuvenate Pennsylvania’s economy!”

GOP Leadership: “Oh yeah, how’s that?”

Gov. Rendell: “We burn down every house in the commonwealth! Just think of all the jobs we’ll create if we just burn down every home in Pennsylvania!”

GOP Leadership: “We can’t do that Governor! That would be counter-productive! ... (10-month pause)... How about burning just half of the homes down?”

Gov. Rendell: “Ok, I’ll sign that!”

GOP News Release: “GOP Saves Half of PA Homes from Rendell Fire.”

This is precisely the absurd kind of logic we are supposed to accept.

It all started a year ago this December. Just days before Christmas—after standing strong all year—the Republican leadership in both houses caved in to Gov. Rendell’s demands for higher taxes and fees. By joining forces with minority Democrats, General Assembly launched the first in a series of bi-partisan attacks on the paychecks of hard-working Pennsylvanians.

Remember, in our Pennsylvania, Republicans control both houses of the General Assembly by wide margins (109-94 in the House and 29-21 in the Senate). They could prevent all, if not most, of Gov. Rendell’s shenanigans. Yet taxes and fees increased by more than a billion dollars this year alone.

In our Pennsylvania, personal income taxes were raised by 10 percent. Cigarettes cost 35 cents more. Cell phones are taxed at one of the highest levels in the nation. It

costs more to fish and boat. It has even become more expensive to die here.

Then, a few months later, nearly every member of the General Assembly voted to give the governor another billion dollars in borrowed money for politically driven “economic development” projects—bonded debt that our children will be forced to pay back over the next 20 years.

Finally, this past Independence Day, many of the same tax increasers helped Gov. Rendell give away monopoly gambling licenses for pennies on the dollar to wealthy corporations and political friends.

*Pennsylvania’s state and local governments will spend more than \$100 billion combined this fiscal year. That’s more than \$8,200 for every man, woman, and child in the commonwealth—up from nearly \$4,400 in 1991.*

Gov. Rendell, of course, would like even higher taxes and fees than those delivered to him by the General Assembly. Indeed, he lobbied for 30 percent more of your paycheck in 2003—not the 10 percent the Republican and Democrat leadership eventually agreed to.

Apparently, for this income tax hike, we are supposed to be thankful. According to GOP party officials, “that yielded a huge payoff for Pennsylvania taxpayers, saving them more than \$2.6 billion over the past fiscal year.”

Huh? It must be in that other Pennsylvania where taxpayers can save \$2.6 billion when government confiscates an additional billion dollars from them. Just imagine the “savings” if Gov. Rendell had proposed a 100 percent tax increase!

The economic reality, however, is that no state has ever taxed, borrowed, or spent its way to prosperity. If it were possible, Pennsylvania would be an economic “leader among states and a competitor among nations.” Instead, we only lead the nation in the use of taxpayer-funded “economic development” and government

spending.

As recently as 1998, Pennsylvania outpaced every other state in the nation in terms of state-based “economic development” funding. Indeed, in the years between 1995 and 2003, the Republican-dominated state government boasted of spending nearly \$14 billion of taxpayer money on “job-creating economic development.” Yet, job growth in Pennsylvania during that 8-year period ranked 39th in the nation.

And during the 1990s, only Mississippi outpaced Pennsylvania in real per capita

state government spending growth. Pennsylvania’s state and local governments will spend more than \$100 billion combined this fiscal year. That’s more than \$8,200 for every man, woman, and child in the commonwealth—up from nearly \$4,400 in 1991.

Of course, none of this should bother us taxpayers because—thanks to the Republican and Democrat leadership in the General Assembly—we just saved \$2.6 billion this year. And maybe next year, only half of our homes will burn down.

*Matthew J. Brouillette is president and CEO of the Commonwealth Foundation ([www.CommonwealthFoundation.org](http://www.CommonwealthFoundation.org)), an independent public policy research and educational institute based in Harrisburg, PA*

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# Pennsylvania Libertarians Earn 331,264 Votes!

**Full Election Report on Page 2.**

## LPPa Annual Convention: April 29 - May 1, 2005, Harrisburg

The Convention Committee has announced that the 2005 Convention will be held April 29 – May 1, 2005 at the Hilton Harrisburg. Russ Diamond, Chair, and Ellen Blickman, Executive Director, are currently working on lining up speakers and seminars. More information will be provided in the next Libertarian Penn. Arrive at the convention early and take Michael Badnarik's full day constitution class on April 29th. Register for the class online at [www.constitutionpreservation.org](http://www.constitutionpreservation.org).

The committee welcomes your suggestions, comments, or ideas in providing a useful and enjoyable 2005 Convention. However, please do not attempt to contact potential speakers without prior approval of the committee. Contact Russ at [russ@russdiamond.org](mailto:russ@russdiamond.org) or Ellen at [ellen@ellenblickman.com](mailto:ellen@ellenblickman.com). See you at the convention!