

# Yes: A guide to talking about the Voice referendum



If each person who currently plans to vote Yes at the referendum were to convince 3 undecided or unaware people in their community to join them in supporting the Voice, we would achieve a resounding Yes.

Our research shows that a large majority of people who currently feel undecided about the referendum are actually leaning toward voting Yes, they just need something to get them over the line.

The most effective and powerful thing that works? A persuasive and affirming conversation with someone they care about.

This is why, all around the country, Yes supporters are sparking thousands of conversations with everyone they can.

By asking open questions (not “yes” or “no” questions), genuinely listening, welcoming discussion, sharing our experiences, and approaching this as a conversation rather than a debate, we will improve our chances of persuading others to vote yes.

These kinds of conversations can sometimes be challenging, but they can also be surprising, respectful and affirming.

Creating an open space for people to reflect, ask questions and air their concerns will mean that we’re making this journey positive and unifying, which is exactly how it will feel when Australia votes Yes!

We know that people who know these core things about the referendum are most likely to support it, so base your conversations around these ideas:

## ■ **Aboriginal and Torres Strait Islander people proposed the Voice**

The idea for the Voice came directly from Aboriginal and Torres Strait Islander people, through broad consultation over many decades. More than 80% of Indigenous Australians support the Voice consistently when polled.

## ■ **The Voice gives Indigenous Australians a say**

The Voice will be a committee of Aboriginal and Torres Strait Islander people who will give advice to the Parliament and Government of the day on issues that affect their community. There’s nothing like it now. We need it because the current approach isn’t working.

## ■ **Aboriginal and Torres Strait Islander people will choose who represents them**

Members of the Voice committee will be chosen by Aboriginal and Torres Strait Islander people in their local area and will serve for a fixed amount of time. It will include representatives that reflect the diversity of views and communities - from every state and territory, the Torres Strait Islands, and regional and remote communities.

## ■ **The Voice will make a difference**

When Indigenous people have a say over policies and laws that affect their lives, those policies work better and will achieve better results. The Voice is a vehicle to make real, practical improvements for Indigenous people and communities.

	Question	Rationale
<b>Introduce the issue</b>	<p><b>What do you think about the referendum on constitutional recognition for Aboriginal and Torres Strait Islander people through a Voice?</b></p> <p><i>Note: Some people have not heard about the referendum at all! Don't be deterred, tell them all about why we're voting, what we're voting on, and why you're voting yes!</i></p>	<p>Start with an open question, you are never going to find out what someone thinks unless you let them tell you first!</p> <p>And remember, this may be the first time they have really thought about this issue, so give them the time and space to work this through for themselves before you start digging deeper into the discussion.</p> <p>Be comfortable with a bit of awkward silence here, it can take people a while to warm up!</p>
<b>If they strongly support it</b>	<p><b>Me too! Why do you support it?</b></p> <p><i>I am so excited to vote yes because...</i></p>	<p>This gives them a chance to really think about why this issue is important to them - which means they are more likely to be clear about why they support this if they're discussing it in the future!</p> <p>It's also a good opportunity for you to really explore your own reasons!</p> <p>Take this opportunity to get this person more active and involved too - if you're part of a local group or activities, consider inviting them along with you to get involved.</p>
<b>If they sound like they are not sure about it</b>	<p><b>It sounds like you are a bit unsure, but you see some good reasons to support the Voice for Aboriginal and Torres Strait Islander people.</b></p> <p><b>What part of you is leaning towards voting Yes? For me, it means that...</b></p>	<p>There are people who support the idea of constitutional recognition but nonetheless are not quite sure about how they'll vote in the referendum.</p> <p>That might be because they're not sure how a Voice would make a practical difference, or because they have heard some misinformation.</p> <p>Some people may need a chance to talk through their questions to take those last steps to voting Yes.</p>
<b>If it sounds like they have quite a few hesitations about voting Yes</b>	<p><b>It sounds like this might be a difficult question for you.</b></p> <p><b>Can you tell me more about that?</b></p>	<p>If this is difficult for them, they might need time to talk through their questions. Remember to be as respectful as possible, and try to ask more open questions.</p> <p>If they're not wrestling with it as a question then they have probably made up their mind.</p> <p>Try not to take this personally.</p> <p>It can be hard when people you care about don't see things in the same way or share your values.</p> <p>All it means is that for now they are someone who cannot take that next step with you on this issue. There are plenty of others out there who just need a little encouragement from someone like you!</p>
<b>Don't forget to thank them for the conversation</b>	<p><b>Thanks for talking to me about this today, it was really interesting for me and I'm here if you want to talk about it some more.</b></p>	<p>If they're not 100% sure now or need more time to think, let them know the door is open for future conversations.</p> <p>If this was a positive conversation still be sure to thank them and be clear that you would be happy to talk about this again - they may have questions further down the line, or need help having their own conversations!</p>

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Yes23 acknowledges the Traditional Owners of Country throughout Australia and recognises their continuing connection to lands, waters and communities. We pay our respects to Aboriginal and Torres Strait Islander cultures and Elders past and present.

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