

## **A Closing Word on Strategy & Persistence**

At times it may seem like your efforts are having little effect. But then you cross a vague threshold known only to the applicant or some other final decision-maker. All of a sudden things start turning your way. The applicant asks to reopen negotiations. A mayor or council chair announces support for your effort. Persistence is the key to getting to this point. So to win keep pushing and pushing until you run out of volunteer hours and dollars then figure out a way to get more of both. And, as always, please do not hesitate to give us a call. The last section of this book explains how we can help.