



COMMUNITY ENGAGEMENT SPECIALIST

# The hearing is too late. The narrative is already written.

I get there first - before opposition organizes, before misinformation spreads, before the political damage is done.

01

**Opposition forms in the neighborhood, not the hearing room**

Facebook posts and Nextdoor threads move faster than your submittal. By the hearing, it's organized.

02

**Elected officials read the room before they vote**

Data doesn't undo a three-month-old emotional narrative. The hearing confirms - it doesn't create.

03

**3 people at the podium aren't the neighborhood**

But without documentation, no one can prove it. The loudest voice wins by default.

WHAT DO I DO

*Door-to-door. Documented. Before anyone knows to be against it.*

**STEP 1**

**Door-to-door outreach**

In the field before public notice. Real conversations. Questions answered. Concerns addressed early.

**STEP 2**

**Neighborhood meeting**

OPTIONAL  
A facilitated pre-submittal forum for higher-friction sites. People who feel heard don't show up with petitions.

**STEP 3**

**Full engagement report**

Every door. Every question. Every concern - documented. A professional record your client owns.

**STEP 4**

**Municipal presentation**

The council sees the full picture. Not just the three people who showed up.

**BROKERS**

*Protects your timeline and your commission*

**LENDERS**

*Reduces entitlement risk before closing*

**MUNICIPALITIES**

*Gives officials a record to say yes*

**ATTORNEYS**

*Builds the paper trail before the hearing*