



MEMORANDUM

TO: Fred Thompson ✓
Bill Lacy

FROM: Randle Richardson R.R.

SUBJECT: August 18 Meeting With John Hanna, President of
Tennessee Christian Coalition

DATE: Friday, August 19, 1994

I met with John Hanna on Thursday, August 18 for the purpose of discussing their participation in this election cycle. He told me the following:

1. They plan to print 1,000,000 voter guides for the November elections.
2. They are organized in 47 counties.
3. They will have money to pay field people in the third, fourth, fifth and seventh districts whose tasks are to recruit new churches that will agree to distribute voter guides and people who will be in charge of distributing the voter guides. I encouraged Mr. Hanna to target the sixth congressional district instead of the fifth. We need to get those rural swing voters.
4. The voter guides will be distributed in over 3,000 church bulletins, Christian bookstores, right to life, Eagle Forum, etc. I asked Mr. Hanna if he would allow candidates to distribute the guides and he said that was "negotiable".

5. I asked Mr. Hanna to rate the chances of the candidates and he gave me his own scale, which is A - likely to win, B - good chance, C - long shot. Mr. Hanna rated Fred as a B, but they have some serious concerns about his candidacy.

Fred scored 92 on their questionnaire, but the talk is NOT GOOD. Hanna said that the line used in their leadership circles and beginning to get down into the ranks is "Between Thompson and Cooper, where is the choice?" Hanna said that he will personally vote for Fred only because "his conservative peers in congress will get him to do the right thing, not because of Fred's own principles". Mr. Hanna said that Fred had never called him or visited, and seemed to be taking for granted what the Christian Coalition will do because of Cooper's record.

He emphasized the point that the swing vote is the rural white vote in Tennessee, and that is where they are the strongest. He said that most people perceive that Fred was no different than Cooper, regardless of the rating on the Christian Coalition's score card. He was not aware of Fred's background and reacted very favorably when I explained Fred's roots. He pointed out that John Baker kept regular contact.

I used the Ronald Reagan line that someone who is with you 80% of the time is your friend and ally, not a 20% traitor. Mr. Hanna agreed with that assessment, but that BUILDING RELATIONSHIPS is what overcomes that 20% disagreement. He said there is not a relationship between Fred Thompson and the Christian Coalition.

This can be cured without Fred compromising his principles. Fred needs to visit John Hanna in Knoxville, clarify his positions, which they say are still unclear to them despite the questionnaire, get Hanna on your fax info list, and make sure he gets a call from someone of substance in your campaign on a regular basis. I would also find some more of their leadership and do the same thing. Let me emphasize as strongly as I can that this can be cured with some effort.

John Hanna can be reached at (615) 535-0620.

RBR:drm

(615) 656-6262