## Worksheet Three: Use Plenty of Facts

A. Study the two statements below:

STATEMENT # 1:

I prefer this venue because it has a capacity of 300, enough to house everyone comfortably. It has a pool, a billiards room and a gym complete with equipment. It’s also just 10 minutes away from the nearest restaurant, beach and bus station. It received 5 stars last week from the national review board--- and will cost us 10% less than our venue from last year.

STATEMENT # 2:

I prefer this venue I’ve seen the picture from the net --- and it seems big and spacious. It’s located in Santa Monica too ----aren’t there many beaches there. I don’t know, it just seems like the right choice.

B. Answer the following guide questions:

1. Which of these two communications used plenty of facts? What makes you say so?

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1. Which of the two do you think would be more effective in getting people to your side? What makes you say so?

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