

You're writing for a busy reader!

1. Before you write, ask yourself:

- Who it is for? Are they familiar with the project, your terms, your goals?
- What is the purpose (e.g., an "ask", instructions, info)?
- Could you just call them instead?

2. As you write it:

- Organize it for someone who is scanning, not reading line by line. Include
 - a descriptive subject line
 - short paragraphs and sentences
 - proper punctuation.
- Use key messages. Consider
 - what they need to know to take action
 - what is most important (and provide it in the first line!)
 - how you would explain it over the phone.
- Make it searchable, Include the address or name in the subject line.

3. Before you send it:

- Proofread for correct spelling, grammar, and punctuation.
- Check for links, completion, and accuracy.
- Read it aloud. What does the voice sound like? What would the tone tell the recipient?

4. After you send it:

- Follow up if you need to (even by phone!)
- Start a new chain if the discussion starts to meander.

