



Conversation Starters

Use these ideas to begin a conversation about reducing chloride use.

Ice-breaker questions

- Introductions: What is your name, how long have you lived/worked/worshipped here?
- Are you on a board or committee for this place?
- Who has been involved in winter maintenance?
- What do you love about the place where you live/work/worship?

Site assessment questions

- What are your known problem areas? How are you managing them currently? How would you like them to be managed?
- Do you have a written plan with protocols for winter maintenance? If so, are you following the plan?
- Do you hire a service provider or is the service provided by 'in-house' maintenance or management staff? If it's hired out, do you know who your service provider is? Are they Smart Salting certified?
- Tell us about your common areas. Do you have a salt bucket/shovel/ice pick in a common area entrance?
- Is salt stored at your property? Where?
- Do you regularly communicate with your customers/residents/parishioners about winter maintenance operations and snow/ice hazards?
- Do you have a history of slip and fall accidents?
- Where do you get the most complaints for too little or too much salt?
- Do you have any drainage-related problem areas?
- Do you have any snow storage related problem areas?
- Are there any areas that are seasonally closed or could be seasonally closed? (Keep in mind emergency exits.)
- What do you think is low hanging fruit for smarter salt use?
- Is there anything you'd like us to see?

General discussion questions

- What's your reaction to the video? To the presentation?
- What was surprising?
- What did you already know?
- How does this relate to your property?
- What is working well regarding winter maintenance?
- What is not working well regarding winter maintenance?
- Can you think of an example in your community where winter maintenance is done well? Where it could be improved?