**Talking points for recruiting members Contract Campaign 2019**

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| **Welcome**2 mins | Thank you for taking time today to talk to me about our union.I want to introduce myself to you, get to know you a little bit and talk to you about our workplace and union. But first, let me tell you a little about me. *Short introduction about yourself. How long have you worked for the state, why did you come to work here, a little personal background.*  |
| **Relating & Listening to the other person**8 mins | *Ask good, open ended questions and listen well. Suggestions:** How did you get into this work?
* What is the most important thing to you in your contract?
* What do you want to fight to protect in the contract?
* What would you like to see changed in the contract? Why is that important to you?
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| **Your story and why the union is important to you**3 mins | *Be personal here and speak from the heart.* *What is the value of the union for you? What’s something in the contract that’s really important to you?* |
| **Urgency** 1 min | You may have heard about the recent supreme court decision that took away the fee payer option. The case was funded by billionaires who want to weaken the freedom of working people to organize, lower standards for all workers and privatize public services. We will be negotiating our first contract since the loss of the fee payer option. It’s important that we stick together – now more than ever. For a strong contract. The more members we have, the stronger we are. |
| **Making the Ask**3 mins | *Make it personal, specific and immediate:* * The solution is to build a strong organization and we need people like you to join with us.
* Will you join with me and make our union stronger today?

*Pause, make them answer.* *If yes:*Great! Collect the signed card now. Invite them to the next local meeting *If no:*May I ask what’s holding you back?*If I want to think about it:*Ask them what they are weighing up in their minds about the decisions then make an appointment to follow up with them |
| **Next steps**2 min | * Direct them to the website for more information
* Let them know who the local officers are
* Let them know when local meetings are held
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