

EXERCISE: WRITE YOUR OWN ORGANIZING CONVERSATION

Issue: _____

Action: _____

Co-worker: _____

1. Introduction Introduce yourself. State who you are, where you are from, and why you are there.

2. Get the story Ask questions to learn what the worker cares about. Make your questions open-ended. React to what they tell you, agitate and ask follow-up questions. Help the other person feel they have permission to be angry.

3. Vision message plan to win Create a vision of the union, the individual is powerless vs. collective power.

4. Inoculation

Prepare workers for what the boss may do and say to fight their efforts to organize. We may also inoculate them on such things as another union or antiunion coalitions.

5. Assess and move to action

Ask the worker to be part of the solution by taking a specific action. *Action Examples:* Sign a card, contact other workers, house visit with organizers, sign a petition, give a picture and quote for literature. Then agree on a follow up time and date to see how they did their assignment.