

Talking Union: Asking Potential Members to Join

How would you respond?

- A. You have just been introduced to two non-members. They appear neutral towards you. One mentions that he has got better things to do than listen to someone waffle on. How do you respond?
- B. You have been introduced to two non-members who are working together. Both tell you they have just left school and have had some part-time work experience at supermarkets. How do you respond?
- C. You have been chatting to a non-member for five minutes. She has been saying things like "who cares", "why bother" and "I'm not really interested". You are starting to think it is a bit of a waste of time, but the non-member does not seem to be in a hurry to end the conversation. What do you do?
- D. You have just explained to a non-member what benefits the union offers. The non-member says: "So, what is in it for me?" How do you respond?
- E. You have just explained to a non-member what benefits the union offers. The non-member says: "So, what is in it for me?" How do you respond?
- F. "What you say is all very well, but my problem is unique. I doubt the union could help".
- G. "My family is dead against unions. They'd kill me if they knew I had joined one".
- H. "I've got a good job, a good salary and no hassles with the company. You might upset that."
- I. "Thanks for the information. I'd like to think about it for while".
- J. "How do I know I wont be forced to go on strike all the time".
- K. "The last time I was a member of a union I forgot to pay my subscription. They took me to court. I was very upset and didn't believe a union would do such a thing".
- L. "I'd like to join, but the boss here is violently anti-union. He would make life difficult for me if I did join."
- M. "I don't need to be in a union to get pay rises. They come through regularly and we all get them".

- N. "I think the unions are too close to the Labor Party and to the government. I don't think I should have to pay to help them".
- O. "I've been in this job for eight years without being a union member. I can last a bit longer, I reckon".
- P. "I've got a new baby and a high mortgage. I'm not putting them at risk by joining a union".