

Educating Co-Workers & Moving Them to Action Training

1. Intro & Education: Explain the union and negotiations process
2. Ask question(s)
3. Move to action and get petition signed
4. Possible pushback and how to respond
5. Follow-up

Intro & Education

See Sample Script

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Notes:

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Ask Questions

What would you like to see changed or improved here at the store?

If you were the CEO of CVS, what would be the first thing you would change to help the employees?

Do you think that CVS will just give us (Fill in the blank with what they answered the previous question with) if we ask or do you think we will have to force them CVS to do it?

Notes:

[illegible]

Move to Action

Contract Negotiation Discussions

Use the answers that were given to you to ask your co-worker to sign a petition and get involved.

- i. Example: You said you would like to get a better raise. The only way we are going to get the company to do that is if we push the company together to pay more. One way of showing that we will stand together is by signing this petition for a fair contract. Are you willing to sign the petition?

- ii. Example: You said you want to work more hours each week so you can make more money. That's one of the things we are fighting for in our new contract. We will need to show our unity to management as CVS workers so they will take us seriously. One way of showing that we will stand together is by signing this petition for a fair contract. Are you willing to sign the petition?

Notes:

Possible Pushback

Contract Negotiation Discussions

Pushback Example: If your co-workers push back, strategize on how to answer.

"You know I am only working part time and I don't really want to get involved. I don't really want to get involved in the union."

Response: "Well you said that you want to see (better pay, more hours etc). The only way we are all going to get those things is if we stand together. We are the Union. You and I. Even small actions like your name on a petition can mean a huge difference in what the company is willing to do. You're not only helping your co-workers, you're helping yourself."

Notes:

Follow-Up

Contract Negotiation Discussions

1. Ask again for their support and to sign the petition.
2. Let them know this is an ongoing process and you will be keeping them informed of any updates.
3. Ask if they have been receiving texts from the union.
4. Get their current contact info if they haven't been getting messages.

Notes:

[illegible]