

Preparation points

- 1. Ask how things are going,** and be sure to listen – recruitment isn't all about talking!
 - 2. Local government workers are under pressure and short of time.** So concentrate on introducing the idea of UNISON, and giving some idea of what we do.
 - 3. Have a look at UNISON's latest pay bulletins** to get an understanding of the main problems facing people where you work. You can get copies from your branch office. It will show you how UNISON is campaigning to improve your pay.
 - 4. Make sure you have a recruitment leaflet,** and copies of the latest pay campaign leaflet for members which sets out the scandal of low pay and squeezed wages across local government.
 - 5. Many local government workers are low paid, many are women and many work part-time.** Be prepared to discuss arguments from them that they simply cannot afford to join.
 - 6. Check you have some information about the benefits of joining UNISON.** Be prepared to talk to someone who may be worried about losing their job.
 - 7. Tell them that UNISON has been campaigning hard to defend jobs and improve pay and conditions of service.** Consider how we are stronger together.
 - 8. Have a think about some of the ways that UNISON membership has helped you,** or the team you work in. Tell people about it.
 - 9. Don't worry if you are asked a question and you don't know the answer!** Try to find out the answer from someone in the UNISON branch.
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Conversation points

- 1. UNISON is the biggest trade union,** and the main local government union. Our local UNISON branch is run by trained workplace representatives who are local, know our employer, and work where we work.
- 2. UNISON negotiates across all local authorities on issues like pay and equalities.** And our local branch of UNISON negotiates with our local authority on issues including holidays, sick pay, and health and safety.
- 3. UNISON campaigns in favour of public services,** against cuts to services and job losses, and for greater equality at work and in society. UNISON's campaign priorities are set by members.
- 4. UNISON provides a range of other benefits for members,** including access to legal advice, a helpline, and member discounts.
- 5. UNISON is campaigning for a decent pay rise.** Our pay claim this year is for a 10% pay increase and a minimum local government wage of £10 an hour.
- 6. UNISON is campaigning to improve pay because** since 2009 your pay has fallen by 22% in real terms. Meanwhile the cost of living has continued to skyrocket.
- 7. Local government workers are delivering more for less.** Workers are being asked to shoulder ever-increasing workloads while putting up with ever declining earnings. Redundancies, recruitment freezes and the deletion of vacant posts are causing stress and low morale. You need a fair deal.
- 8. The Government must fund our claim and not put the burden on councils whose funding has been cut.** Councils and schools need new money to end the scandal of poverty pay and give you a long overdue pay rise.