



How to Sign Up New Members

The more members we have, the stronger our voice! Here are some effective ways to connect with potential members.

- ▶ Stewards should try to meet individually with each new member. Invite the member to lunch or breakfast or hold a breakfast or lunch for new employees just to get to know them. Stronger bonds are generally established through personal contact. One-on-one contact is the most efficient approach to building a more knowledgeable relationship.
- ▶ Give each employee a membership form. Ask if they need help in completing the form and collect it when they have finished.
- ▶ Be sure that new employees have a copy of the contract and understand where they have been placed on the salary schedule. The sooner mistakes are caught, the less traumatic it is and the impact on wages is minimized.
- ▶ Have appropriate fun with welcoming gifts for new hires. A New Member Survival Kit – containing a bottle of pain relievers, Band-Aids, Pepto Bismol, throat lozenges, candy and a stress-relief squeeze ball in a colorful bag is fun to receive. Be sure the bag contains the union's name and important phone numbers.
- ▶ More practical welcome gifts include a map of the area, coupons to local eateries and businesses, a list of staff-recommended doctors, dentists, hairdressers, or cleaners. A mug with the union logo is also very useful.
- ▶ Be able to discuss with new employees important articles of the contract such as leave policies, professional responsibilities and the salary schedules.