

# MY CONNECTION PLAN

COUNCIL, March 2014



MARCH 2014

**As a leader you are always working to build the union. Maybe you are trying to increase attendance at worksite meetings. Or maybe you are in a membership drive. Perhaps you need to mobilize for a political campaign or issue action. Or you could be working to expand Local 1000's connection to other organizations in your community. The most effective way for you to mobilize people is by first making a connection.**

**Connection Plan P-O-P: How will I use my public narrative to connect with others for power?**

**Purpose:**

Develop my leadership by increasing my ability to connect with and mobilize people.

**Outcomes:**

- Understand what motivates people
- Understand the issues someone cares about
- Improve participation in the worksite
- Improve attendance at meetings
- Enhance receptivity to union actions/activities
- Develop relationships with leaders and organizations who share Local 1000's purpose and values

**Process:**

*Prepare for the conversation*

- Why are you meeting with this person?
- What do you know about this person?
- What stories about you might be helpful in this conversation?

*During the conversation*

- Find an opportunity to share your story.
- Invite the person to share their experiences.
- Listen carefully.
- Avoid making long speeches, telling war stories and repeating raps.

*End the conversation with a **Call to Action**, such as:*

- working with you on a project
- taking an assignment to build the union
- becoming a member or COPE contributor
- agreeing to meet again or stay in touch

*After the conversation*

Take notes as soon as possible

- Name of person
- Date of conversation
- Where conversation took place
- What did I share about myself?
- What did I share about the union?
- What did I learn about this person?
- Other

Decide how to follow-up on agreed-upon next steps.

- For example, when will you speak to this person again?
- Did they agree to take some action with you to build the union?
- Did they mention other people with whom you could have a conversation?