

Overcoming Objections and Challenges Handout

1. Why should I become a member if I am getting the same benefits without paying dues?

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2. Does SEIU Local 1000 have any power left now that we are Right to Work? We are going downhill!

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3. If all my coworkers are not joining, why should I?

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4. How much are dues / can you justify why I should pay full dues instead of paying \$0?

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5. I will be singled out if I become a member since nobody else is a member in my area.

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6. I want to promote, becoming a Union Member will inhibit my growth in state service.

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7. What will happen to our contract now that we have fewer members?

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8. I have never seen anyone from the Union, and now you show up? No thanks, not interested.

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9. The Union hasn't helped me/ the Union dropped the ball on my issue.

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10. I don't like the time and effort SEIU spends on political issues.

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