**PEOPLE QUICK TIPS FOR STEWARDS**

1. **Practice your PEOPLE conversation:**
   * Familiarize yourself with the PEOPLE material.
   * Ask yourself why you give to PEOPLE?
   * Find a staff or member to help you practice.
2. **Have one-on-one conversations as much as possible:**
   * Ask questions; find out where they work and what issues are important to them.
   * Think about recent legislative or contract victories and connect them to PEOPLE.
   * Make the ask!
   * The MVP level may be too much for some at first. Always be willing to take a smaller investment.
   * Remember, not everyone will sign up the first time. Don’t be afraid to be told “no.” – that’s progress. They are much more likely to join the next time they are asked.
3. **Get to know the PEOPLE incentives:**
   * PEOPLE MVP Reward points and merchandise: [**http://peoplerewards.afscme.org/login.php**](http://peoplerewards.afscme.org/login.php)
   * Sign up at the MPV level ($5/paycheck) or increase ($2/paycheck)
     + Spin the prize wheel
     + Prizes: Gift cards, PEOPLE swag
   * Casino Night for MVP members at WFSE Convention
     + Gaming tables, drink tickets & snacks
     + Prizes: Samsung Tablet, Coach bags, Golf club, Gift Cards, etc
4. **How can you become a PEOPLE leader:**
   * Make the ask for new and increased PEOPLE contributions at *every* union event you attend. You can help make PEOPLE a part of our union culture – *if you lead, others will follow*.
   * How do you do it? At a meeting stand up and ask for a ‘point of personal privilege’ – if you’re feeling shy, have other PEOPLE members stand up with you. If you don’t know what to say, tell everyone why you chose to be a PEOPLE member. Ask others to join or raise.
   * If you have questions about PEOPLE or need some PEOPLE merchandise for your event, don’t hesitate to contact Brandon Anderson, your LPA Field Coordinator ([branndona@wfse.org](mailto:branndona@wfse.org)).

**Sample PEOPLE Conversation**

You: I noticed you aren’t a political action fund member yet. Do you know about our union’s PEOPLE program?

WFSE member: No, what is that?

You: Remember that big raise we just won. PEOPLE is what got us that win in the legislature.

As workers who serve and protect the public and care about our communities and neighborhoods, we know that, whether we like it or not, politics and the actions of elected officials have significant impacts on the work we do and the services we provide.

PEOPLE, our voluntary political action fund, is our political muscle that helps us improve our pay, healthcare and working conditions, and advance the concerns of *all* working families.

PEOPLE gives us the power to elect leaders in both parties who *value* public service workers and the services we deliver, and hold politicians accountable when they don’t. With PEOPLE, we have the political strength to:

* Mobilize our union members to hold elected officials accountable
* Win better pay, healthcare and working conditions in the legislature
* Elect pro-public service leaders to office
* Build power for working families

If each one of us gives just a little bit to PEOPLE, our small investments combined can make a huge impact on whose interests are truly represented in Olympia *AND* in D.C.

Less than $3 a week (or $5 a pay period) you can become an PEOPLE MVP – which you’ll receive a jacket in the mail and gain rewards points giving you access to a number of AFSCME rewards and merchandise.

**Will you join together with fellow WFSE members and become a PEOPLE MVP today (put PEOPLE card in hand)?**

WFSE member: I can’t afford to donate $5 a pay check. Sorry!

You:I understand, the work we do is critical but doesn’t always pay that well. That’s why PEOPLE is so important. It is how we improve our pay. Our $5 a pay period MVP level is for our strongest of union supporters. You can join PEOPLE at any level and always up your investment at any time. How does $2 a pay period work for you? If all of us just gave $2, we could make *huge* improvements for all state employees!

WFSE member: Sure, $2 a paycheck works for me.