**Agenda**

1. Welcome and Introductions. (10 minutes)
2. Why be a member? (10 minutes)
   * Show slide show and video
     + [Locally Customizable Orientation Slide Show](https://calta.sharepoint.com/:p:/r/sites/nod/_layouts/15/Doc.aspx?sourcedoc=%7BDDB6323E-C4B6-481C-81DD-D78152587230%7D&file=Online%20New%20Member%20Orientation%20Recruitment%20slides%20dw(1).pptx&action=edit&mobileredirect=true)
     + [Stronger Together video](https://youtu.be/4bRXY3AbhiE)
   * *Alternatively*
     + *Discuss the importance of standing together*—after *the 2020 pandemic showed the power of educators to join with parents and students to keep our communities safe.*
     + *Explain how local educators are addressing inflation and attrition by negotiating some of the biggest raises in decades.*
3. Vendors. (10 minutes)
   * The Standard—educators do not get State disability.
   * California Casualty—only serves school employees, nurses, police, firefighters.
   * Plans built for us. Compare.
4. Quick highlight of other benefits or have a couple of members share their union stories. (10 minutes)
5. Beware Wolves in Sheep’s Clothing—inoculate against anti-union bad actors. (5 minutes)
6. Sign up. (5 minutes)
   * Use CTA360, paper forms, or online as available.
7. Prizes, drawings, and giveaways. (5 minutes)
8. Thank you.

*Don’t forget to follow up with a welcome letter/email for new members.*