

Chapter Chair and CAT One-on-One Organizing Talking Points

NOVEMBER 6 REGIONAL RALLIES



INTRODUCTION/WHY YOU ARE TALKING TO THEM:

Hi _____. I am *[introduce yourself and your role in UTLA]*. UTLA is still at the bargaining table with LAUSD, who is refusing to meet our UTLA contract demands around salary, targeted smaller class sizes, and other demands for our students. We are talking to as many co-workers as possible about how we can build enough power to win a new contract with fair raises and additional supports for everyone over the next few years.

ISSUE ID/AGITATION:

What do you think LAUSD should be doing with its resources, and what do you need to do your job well? There is OVER \$5 BILLION sitting in LAUSD's reserve.

PLAN TO WIN:

Alone, one educator has little power, but if every UTLA educator joins together, we will have more strength to win. With LAUSD only offering 2% a year and a healthcare freeze, it is our recommendation that we escalate quickly. The next step to you winning *[their issue from step 2]* is signing up to attend the regional rally.

ASK:

Are you ready to fight for *[the issue they care about and identified above]* and sign up to attend the November 6 UTLA regional rally at 4PM at *[location]*?

Give them the rally sign-up sheet and ask them to fill it out.

INOCULATION:

What do you think Carvalho and LAUSD will say when they hear that we are signing up to organize a school site picket? They will say that they don't have any money, and that the union is being selfish in these challenging times. Why do you think the administration will respond in this way?

They don't want to spend the \$5 billion. They expect us to stay silent instead of standing up for quality education and working conditions for our students and ourselves.

ASSIGNMENT:

The first step was for you to sign up to attend the regional rally. The next step is to make sure everyone in your *[grade level/department/classroom neighbors]* signs up to attend the regional rally so you can be strong enough to win on your issues. Can you talk to anyone in your *[grade level/department/classroom neighbors]*?

Announcement at UTLA Chapter Meeting or Faculty Meeting **NOVEMBER 6 REGIONAL RALLIES**



Hi _____. I am *[introduce yourself and your role in UTLA]*. The UTLA bargaining team of 150 educators is still at the bargaining table with LAUSD. LAUSD is refusing to give us a real raise. They are refusing to fix the broken salary scale. They are refusing to make improvements to staffing and workloads.

Of course, they are claiming they don't have money. Do you remember how much money LAUSD had in reserve when we went on strike in 2019? *[Wait for answer]* — That's right, there was \$1.9 billion in reserve and they were claiming they were broke.

Now LAUSD has *OVER \$5 BILLION* in reserve. UTLA is demanding that LAUSD use that money to pay us fair salaries, provide more student support, and fund real protections and resources for immigrant students. With LAUSD only offering 2% a year and a healthcare freeze, it is our recommendation that we escalate quickly.

The next step in forcing LAUSD to give us what we want is to have a supermajority of UTLA members engaging in regional rallies after school on Thursday, November 6.

ASK: Will you sign up and commit to showing up to *[rally location]* on Thursday, November 6 at 4 PM? Here are the sign-up sheets.

Pass out and collect the sign-up sheets.

Closing: LAUSD is going to try to break our confidence. They are going to try to wear us down. Remember LAUSD has enough money to fund protections for immigrant students, cover all the student and staff support we are asking for, and to fix the salary scale. They want us to accept less than we deserve but there are 37,000 of us, and we have won before. We will win.

Take questions and comments.