

# ANTI-UNION



**Bosses rely on the same playbook to try to bust every organizing drive. One favorite ploy is the captive audience meeting-where the boss forces you to listen to tired anti-worker talking points. If you're headed into a captive audience meeting, make sure to shore this with your coworkers-and to shout out BINGO! when you get five in a row.**



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| "THE COMPANY DOES NOT HAVE TO AGREE TO ANY UNION DEMAND."               | "HAVE YOU DONE YOUR RESEARCH?"                                                  | "WE'RE A FAMILY."                                                                   | "WE'RE SORRY." OR "GIVE US ANOTHER CHANCE."                                   | "IF THE WORKERS UNIONIZE, WE MIGHT HAVE TO LAY OFF SOME MANAGERS TO AFFORD IT." |
| "WE HAVE AN OPEN DOOR POLICY."                                          | "THE UNION WILL ONLY CAUSE TENSION HERE."                                       | "UNIONS ARE GREAT, BUT WE DON'T NEED ONE HERE."                                     | "WITH A UNION, EVERYTHING IS BASED ON SENIORITY, NOT INDIVIDUAL MERIT."       | "THE UNION MAY FORCE YOU TO GO ON STRIKE."                                      |
| "THE UNION CAN IMPOSE A CONTRACT WITHOUT A VOTE."                       | "WITH A UNION CONTRACT, YOU COULD GAIN THINGS, BUT YOU COULD LOSE THINGS, TOO." |  | "WE CAN'T AFFORD TO PAY MORE; IF SOME PEOPLE GET MORE, OTHERS WILL GET LESS." | "A UNION IS A BUSINESS."                                                        |
| "THE DECISION TO FORM A UNION WILL AFFECT EVERYONE AT THE COMPANY."     | "A UNION IS A THIRD PARTY."                                                     | "DUES, INITIATION FEES, FINES, AND ASSESSMENTS MAY BE THOUSANDS OF DOLLARS."        | "WE'LL LOSE OUR FLEXIBILITY BECAUSE OF RIGID UNION RULES."                    | "WHY DIDN'T YOU COME TO ME FIRST?"                                              |
| "WITH A UNION, YOU WON'T BE ABLE TO TALK DIRECTLY TO MANAGERS ANYMORE." | "THE COMPANY COULD GO OUT OF BUSINESS."                                         | "GET YOUR CARD BACK!"                                                               | FOCUS GROUP MEETINGS                                                          | "WE REALLY APPRECIATE ALL THE WORK YOU DO."                                     |