

## Resources Available

1. **You Matter! You are Important! Your co-members are the most valuable resource in selling Memberships!**
2. The Membership Application is filled with information and accomplishments made by MRTA since the beginning of the organization. Memorize, if necessary, and recite the accomplishments to the prospective member. Don't forget Vision and Mission statements.
3. MRTA Newsletter Vol. 46 #1. Page 3 Jim Kreider article, "The Legislature Giveth and The Legislature Taketh Away." Pages 6 & 7 MRTA History. Page 8 Ron Schlimme "What Has MRTA done for you lately?" Illustrates how much more income you have as a result of legislation. Vol. 46 # 2. Jim Kreider article, "We Did It"! Ron Schlimme article, "The Need to grow Membership." Page 14, Steve Yoakum article cites the need to grow membership. Vol. 46 # 3, page 7 Ron Schlimme article, "What has MRTA done for you lately?" Different example of saving money to you then the example cites in Vol. 46 # 1.
4. The threat of Senator Crowell and others who want to merge PSRS, Highway Patrol, MODOT and MOSERS into one gigantic pension system. If this group of Legislators prevail, and they will try again) what, if any future does MRTA have as an organization? Who will represent retirees on the Public Corporation Board? Will our voices be heard much less heeded? Will our pension funds be subject to state audit? Will there be any fiscal accountability? What happens to our scholarship fund? What happens to PSRS and MRTA employees?
5. Remember, when you meet 1 on 1 with a delinquent or potential member you have eye contact. This model is 81% effective. Next is the telephone, auditory contact, then letter writing which is personal and last in effectiveness is e-mail. **Use any All Tools at your disposal to "Close the Deal."**

**Caution:** Don't overkill our pension. It is important to get across to the prospective member that we want the oncoming generation of retirees to have as good an income as we have had. This includes our children, our grandchildren, and our neighbors children who may take up teaching as their chosen profession. And don't forget to mention that MRTA supports legislation that is beneficial to the current teacher and their students. By the same token we do oppose legislation which, in our judgment, is not helpful to the current educational climate.