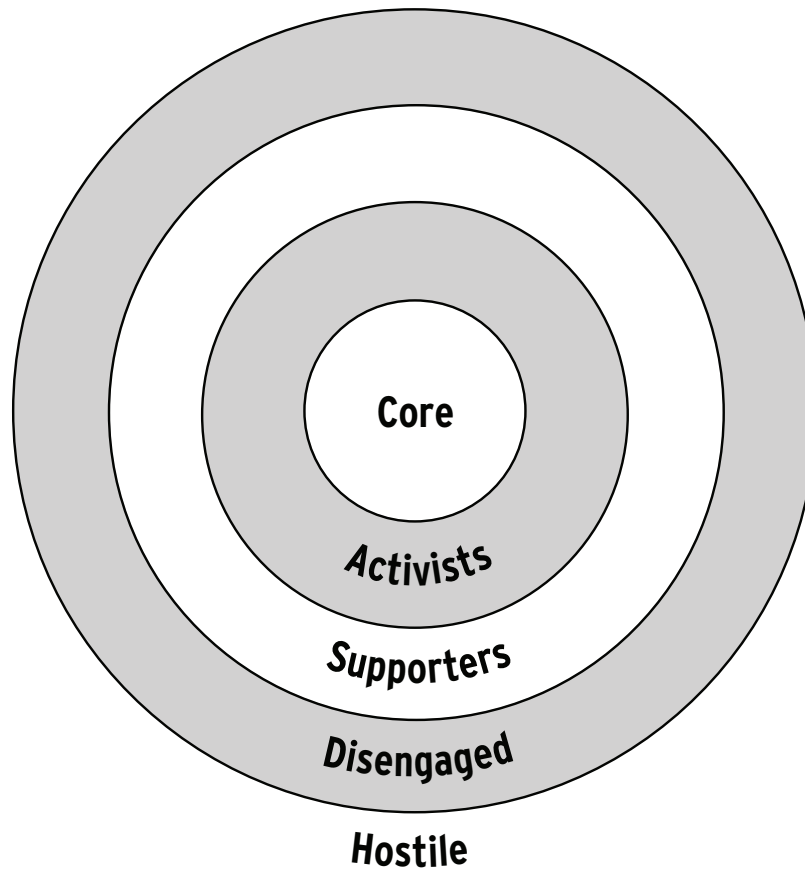


AIM FOR THE BULLSEYE

From the organizer's point of view, think of your fellow members distributed on a dartboard. Your goal is always to move people one step closer to the center of the circle.



- **Core group:** These people are always thinking about organizing and how to get others involved, even on their time off. They might be elected leaders or shop stewards, or not.
- **Activists:** These people can be counted on to help when an issue heats up. They will take responsibility to get the word out and will ask other people to take action, too.
- **Supporters:** These people will wear a button or sign a petition, but don't take responsibility for getting anyone else involved.
- **Disengaged:** These people don't see the union as a factor in their lives, so they don't participate.
- **Hostile:** There are also people outside the circle who aren't just uninvolved—they're hostile to the union. Don't waste your time arguing with the haters. Maybe one day something will open their eyes, but it'll probably be an experience, not a debate, that does it.

