

The rap is a structure, not a script, so don't plan on reciting anything word for word. Have a conversation with the worker, but make sure to hit these points. This structure will work to answer questions before they have to ask them and to motivate them to get involved.

### Intro: Who, Who, What, What

- **Who you are:** "Hey, my name is..."
- **Who you're with:** "I'm volunteering with Fight for 15/Work Strong Austin"
- **What you do:** "We're fighting for better pay and conditions for workers/We fight for workers rights/etc."
- **What you want:** "We're out today talking to workers about a local campaign for paid sick leave in Austin."

### Main Rap: Problem/Solution/Strategy or Agitate/Inspire/Strength in Numbers

- **Problem/Agitate:** "If you get sick and have to miss work, what happens? You don't get paid, do you? Have you ever had to work while you were sick? How does it make you feel to know your coworkers may be sick?"
  - **Be conversational, and be simple:** many may have never heard of "paid sick leave." Break it down--"do you get paid if you miss work for being sick?"
  - **Name the stakes:** "If you have to miss work I bet it's hard to cover the bills/We can barely afford to support our families when we work every day..."
  - **Tell your story.** Do you have experience working without sick days? Tell them about that!  
**Agitate through class resentment:** "Burger King (or wherever) can definitely afford this, but they would rather pay their executives millions and millions while we have to work sick/How much money are they making on this shift you think? Thousands of dollars? They can afford to help you when you're sick."
- **Solution/Inspire:** "We are working to make the City Council pass a local law that would require every business, including this one, to provide you with sick days."
  - **Don't tell all details, just key motivators:** "You could also use it for when your kids or another family member is sick/You could use it to visit someone in jail."
  - **Be prepared to answer questions just in case.**
- **Strategy/STRENGTH IN NUMBERS:** "To get this done we need STRENGTH IN NUMBERS, you, me, and every worker in Austin speaking out."
  - **Lay out the power dynamics:** "So all the restaurants and big businesses have lawyers and lobbyists and money, we have STRENGTH IN NUMBERS..."

### Activate and Inform

- **Sign them up:** "So go ahead and fill out this info so we can get in touch and keep you up to date with the campaign."
  - Not "will you sign?" but "Go ahead and sign." Be friendly but assume support!
- **Let them know they'll be hearing from us:** "One of our people will probably call you in the next week or so to see if they can find a time to talk more about the campaign."
- **Leave them with a brochure in either English or Spanish.**
- **Ask to talk to any other co-workers that are available!**

**TIP: If you see a worker taking a smoke break, waiting for their shift, leaving after the shift, etc. talk to them first--it's easier to strike up a conversation with them than with someone on the clock.**