



SETTING UP SCHOOLS



USA TEAM MEMBER NOTES SECTION



MEETING THE SUPERINTENDENT

USA REP: Hello Mr. /Mrs. (Superintendent), I'm with United School Associates, it's a pleasure to meet you. We are known as the "*The Educator's Benefits Company*"

SUPERINTENDENT: Fine. (Sit down)e

USA REP: Thank you. As I mentioned, I'm UNITED SCHOOL Associates. Since I'm your new Faculty Service Representative this year, I wanted to take this opportunity to come by and meet you personally.

We've just finished our enrollment at _____, _____, _____, as well as many, many others. (Show letter while naming the districts) And we just completed the enrollment at Mr. /Mrs. _____'s district.'

As I mentioned, I wanted to stop by and let you know I'm your new Faculty Service Representative. I'd like to once again get your permission to contact the principals concerning our annual enrollment to set up our voluntary meeting */brief announcement, and like all the other schools we'll just see those that are interested. In addition, I'm sure I'll need to pick up a letter like one of these (hand them 2 or 3 of your best Superintendent letters) or USA REPORT CARD.

SUPERINTENDENT: All right. I'll have my secretary type it up.

USA REP: Well fine, I'll be sure and stop by at the conclusion of the enrollment. By the way (as you leave the office), bow many do you require for payroll deduction?

*Note: Meeting can have a very negative connotation to some superintendents. Therefore in some cases you may want to refer to voluntary meetings as a "Brief Announcement" during non-instructional time.



WHEN THE SUPERINTENDENT SAYS:

SUPERINTENDENT: What's this all about? We don't allow people to solicit our teachers.

USA REP: We are the endorsed provider for the Chicago Teachers Union, our organization that for the past several years has supplied teacher and all personnel with very special programs for Paycheck Protection, Critical Illness Pro and we donate classroom materials to the school we serve

SUPERINTENDENT: REALLY!

USA REP: Yes Sir and it's done on a voluntary basis in a meeting after school. Those that want to come, come. Those that don't, don't. And we only see those that want to see us like these. (Show request slips from other meetings pointing out time and place for room #.)

OR

USA REP: Yes Sir and it's done on a voluntary basis. We make a brief announcement during non-instructional time set by the school's principal. Those that want to come, come. Those that don't, don't. And we only see those that want to see us like these. (Show request slips from other meetings pointing out time and place for room #.)

SUPERINTENDENT: That's fine.

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