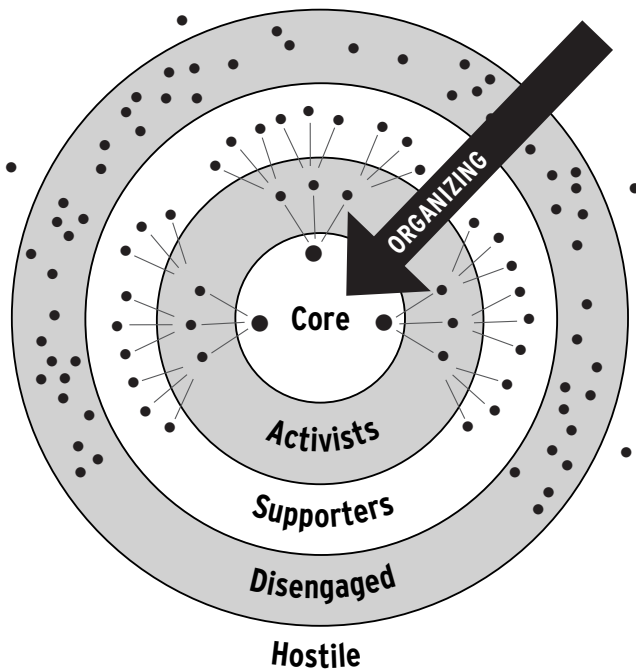




ORGANIZED PEOPLE HAVE POWER

- A.** The other side of this page shows how the boss structures the workplace. Managers and supervisors are organized in a hierarchy, and this helps them wield power over a disorganized workforce.
- B.** Steps 1, 2, and 3 show what you can do about it. A workplace organizer seeks out leaders who have their co-workers' respect, and recruits these leaders to form a committee that knits the whole workforce together.
- C.** Fold along the dotted line to see the result. Together, organized workers have power—enough to challenge the organized power of management.

AIM FOR THE BULLSEYE



Another way to visualize your progress is to picture your co-workers distributed on a dartboard. In the center is the **core group**, people who are always thinking about how to get others involved.

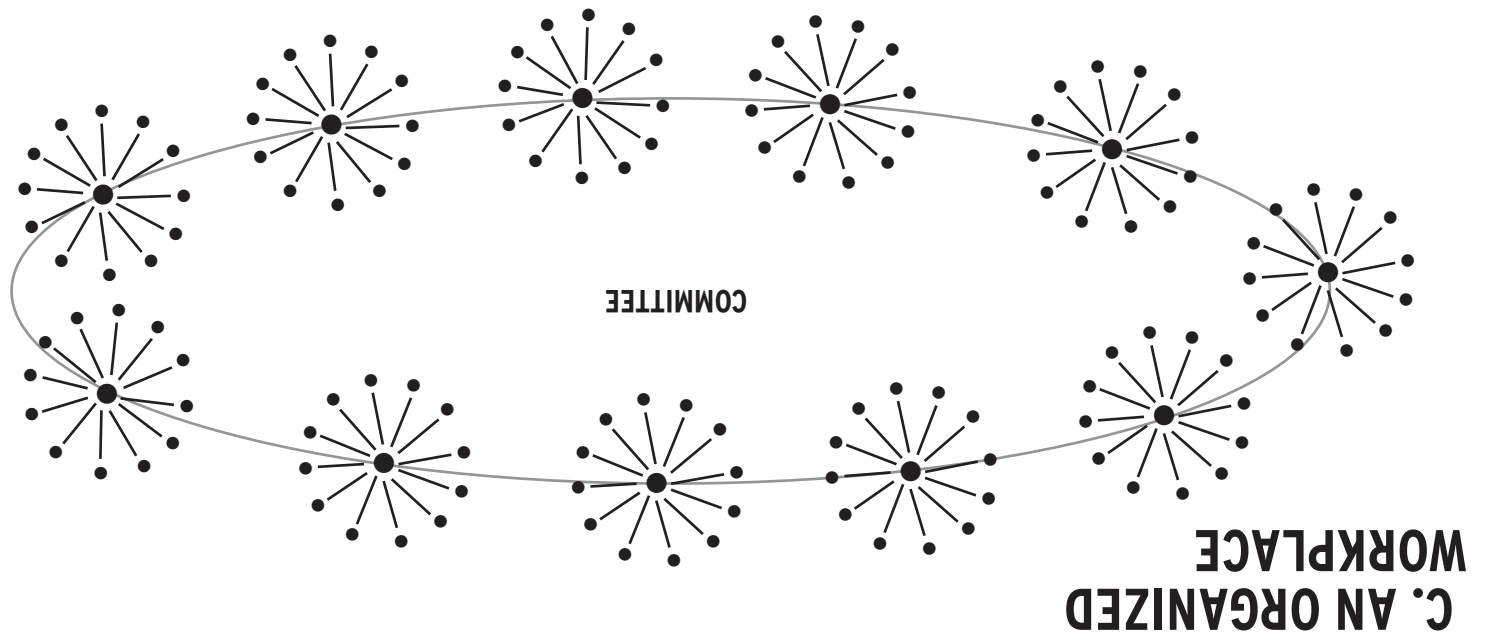
In the first ring are **activists**. When an issue heats up they will take responsibility to get the word out and ask other people to take action, too.

In the next ring are **supporters**, who will wear a button or sign a petition. The **disengaged** don't participate at all.

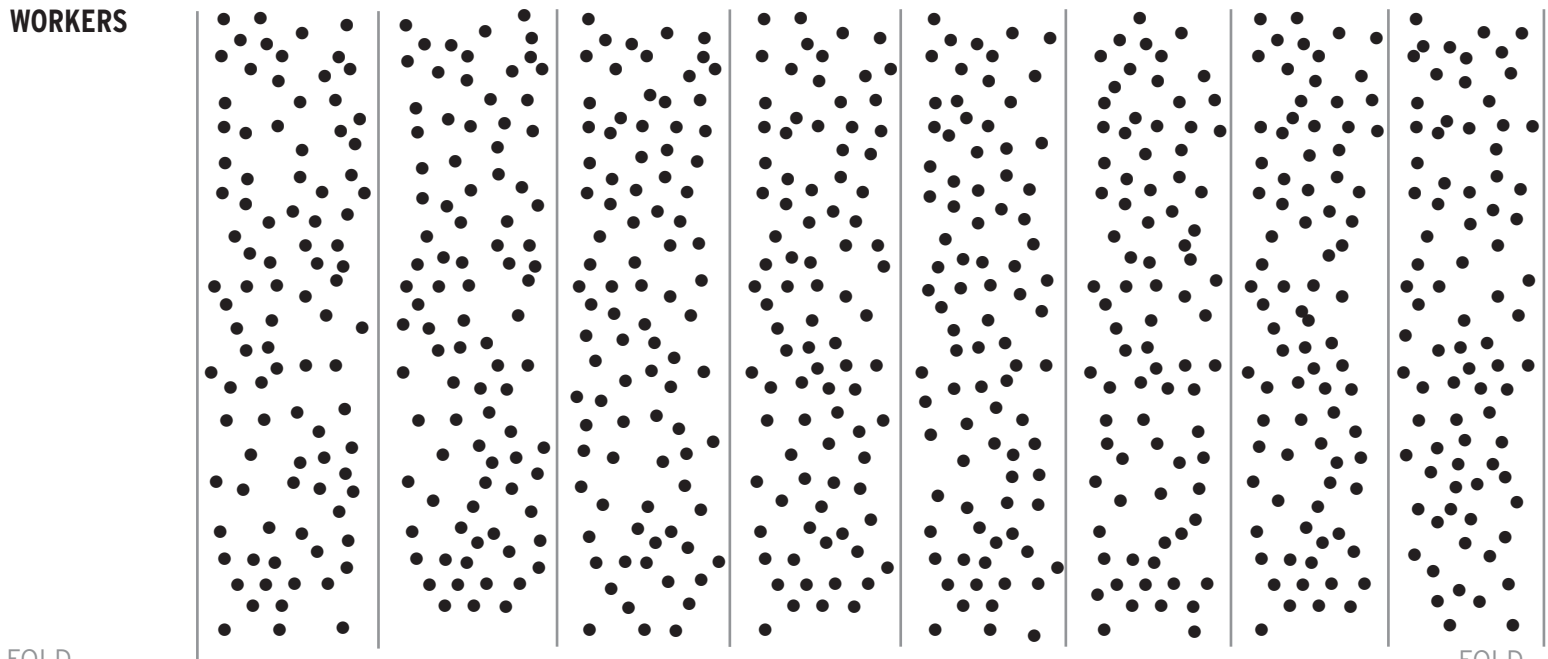
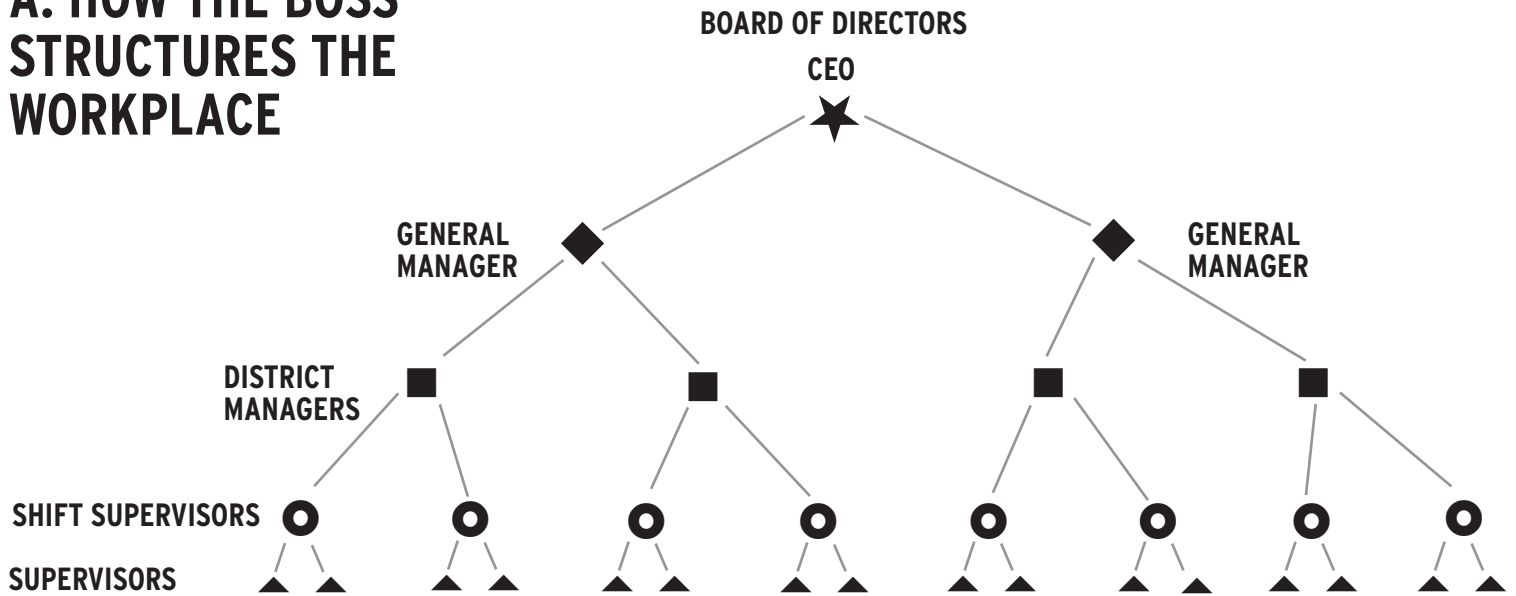
Once you get enough leaders working together in the core and activist circles, your network can reach everyone. As an organizer, you're always looking for ways to move people closer to the center, one step at a time.

FOLD

FOLD



A. HOW THE BOSS STRUCTURES THE WORKPLACE



FOLD

FOLD

B. HOW WE ORGANIZE OURSELVES

Adapted from Cathy De La Aguilera

