What to say when they say NO to Becoming a Member:

Objection…	You can say…
"I don't have the time!"	"It only takes a moment to join. It is not the amount of time you can contribute that's most important, but rather your commitment to help PTA make a difference in the lives of children.
"I don't have any children in school!"	"You do not have to have children in school to belong to PTA. Anyone who cares about children belongs in our association. It is important that we all have a voice in the decision-making process relating to the laws and regulations that affect children. You can have that voice through PTA. Every child needs you. You will make a difference."
"I don't agree with a lot of the PTA positions!"	"As a grassroots association, our policies are determined by a democratic process. We welcome your involvement in this effort. It is through members like you that our PTA position is determined."
"Your organization doesn't really do anything!"	"I cannot speak for what may have happened in previous years, but let me bring you up-to-date on what we are doing now." (*List current activities, programs, accomplishments, etc.*) "As you see, we are a very active group, doing many things that benefit all our children. On a state and national level, we have been instrumental in many initiatives from which all children have benefited. We have a long history of accomplishments." (*Have a list of accomplishments at the state and national levels available for reference.*) "We need time, funds, and good will from people like you to keep it happening. There is so much for us to do, but we need people like you. Join us and help us do even more."