

The truth behind recruiter's lies What Military Recruiters Don't Want You to Know

The Recruiter is not your buddy

It is important to remember that recruiters are trained to ingratiate themselves and pretend to care about helping young people succeed. In reality, they are salespeople. They are trained in the same corporate sales techniques and they have a quota to meet just like other sales-people.

Recruiters work hard to establish "rapport and credibility"—to make you think of them as trusted advisors. But before you sign up, it's important to check out the facts behind the sales pitch. You wouldn't buy a used car from a salesman just because he seems like a nice person; you would look under the hood first to see how it runs. So it is important that we first "look under the hood" and see what the recruiter is really selling:

PROMISE: The military provides valuable, high tech job training that will prepare you for a civilian career.



carriers in Des Moines, Iowa. No one is hitting tank drivers in the Bronx. And civilian airline companies prefer that you keep the doors closed and that nobody jumps out.

As Vice President Dick Cheney said, "The reason to have a military is to be prepared to fight and win wars... it's not a jobs program."

FACT: Even when military training does have some relevance to the civilian job market, it doesn't translate into a high-paying job. Even though the Army may make their jobs sound high tech, and may have exciting films about them, they often lead to low-paying, low-skill dead end jobs. For instance, training for the job, "Shower/Laundry and Clothing Repair Specialist" in the Army will equip you with the knowledge necessary for "Separating, classifying and marking washable and unwashable items" and "operating mobile washers, extractors, dryers..." (from the Army Recruiting website) preparing you for a job as a laundromat attendant.

Then there's the Food Service Operations Specialist, where you'll be trained in "performing preliminary food preparation procedures," and "cleaning ovens, stoves, mixers, pots and utensils." With the skills you acquire in this specialty, you can

Recruiting commercials talk a lot about the job skills you can learn while in the military. They show you exciting pictures of people helping jet fighters land on aircraft carriers, driving a tank through the desert, and jumping out of airplanes.

FACT: Military training is for military jobs. Ohio State University researchers Stephen Mangum and David Ball (in a 1984 study funded by the military entitled, "Military Service and Post-Service Labor Market Outcomes") found that 88% of men and 94% of women will never use their military job training in a civilian job. While the military does have some high tech jobs that will transfer to the civilian world, these jobs are reserved for those who score exceptionally well on the ASVAB.

The problem is with this is that there aren't many aircraft

PROMISE: Try the military out and if you don't like it, tell your drill sergeant and you can get out.

FACT: There is no such provision in the military regulations. It can be very difficult to get out once you are in boot camp. The best option if you're not sure is to not enlist.

What's missing from the sales pitch

What recruiters don't talk about much is the real reason that the military exists. Behind the glossy brochures, the exciting films, the new TV commercials, and the US Army teddy bears is the reality that the military exists for one reason – to wage war.

Your real purpose as a member of the military is to fight and kill. You may not hold a rifle, but your job is to support those who do. So before you enlist, you have to ask yourself if you can participate. War is not a video game—real people die or are maimed for life.

Everyone has seen the pictures of the torture committed at Abu Ghraib. The soldiers who were ordered to do these horrible things to people were young people who signed up looking for a college education or a career, and ended up as monsters.

Many veterans are so psychologically scarred by what they have done and what they have seen that they are never able to function normally in society. Many end up homeless, addicted, or mentally ill. A huge number end up as suicides.

Join us to help expose military recruiter's lies and keep them out of our schools.

- Organize counter-recruiting actions at your school.
- Start an Opt-out awareness campaign at your school.
- Shut down JROTC on your campus.

www.NoDraftNoWay.org
212-633-6646

PROMISE: You can sign up for only 2 years (or 3, or 4)

FACT: When you enlist, the military reserves the right to extend your term. The excerpt below cites "fine print" from the back of the first page of a military enlistment "contract." It shows that, despite the stated length of enlistment, recruits can be kept in the military indefinitely, or called back from the reserves many years later, especially as part of the "war on terror," which has no foreseeable end. This is what's been called the "back door draft." Thousands have already been subjected to it. Your recruiter probably won't mention this section of the enlistment contract to you:

9. FOR ALL ENLISTEES OR REENLISTEES: Many laws, regulations, and military customs will govern my conduct and require me to do things a civilian does not have to do. The following statements are not promises or guarantees of any kind. They explain some of the present laws affecting the Armed Forces which I cannot change but which Congress can change at any time.

c. In the event of war, my enlistment in the Armed Forces continues until six (6) months after the war ends, unless my enlistment is ended sooner by the President of the United States.

b. If I am a member of a Reserve Component of an Armed Force at the beginning of a period of war or national emergency declared by Congress, or if I become a member during that period, my military service may be extended without my consent until six (6) months after the end of that period of war.

c. As a member of a Reserve Component, in time of war or national emergency declared by the Congress, I may be required to serve on active duty (other than for training) for the entire period of the war or emergency and for six (6) months after its end.

PROMISE: You won't have to go to Iraq.

FACT: There are now more than 130,000 troops in Iraq, many of whom were probably told the same thing. The military is not a jobs program or a financial aid program—the purpose of the military is to wage war.

is now somewhere in Iraq. dream as a musician while receiving excellent benefits. Once in Boot Camp, he was told that there were no available positions, and he would instead have to choose to be an infantryman, artillery crew member, or combat engineer. He

leave the Army knowing that you'll be able to be a productive team member in any fast food restaurant in the world, earning close to minimum wage without benefits.

So it comes as no surprise that:

FACT: Veterans earn an average of 19% less than non-veterans.

FACT: Even if you do qualify for an exciting high tech job, there is no guarantee that you'll actually be trained in that job. The enlistment contract contains a clause that allows the military to alter any provision of the contract without even notifying you. Many people sign up for what they think are dream jobs, only to find themselves in the infantry or scrubbing pots in an Army mess hall.

PROMISE: - You'll get \$70,000 for a College Education.

FACT: Very few – 1 in 20 – actually qualify for as much as \$70,000. Actually, the maximum you can get from the GI Bill is \$36,144. In order to qualify for the extra money you have to score in the upper half of the ASVAB and be willing to sign up for very specific jobs – jobs that are the hardest for the military to fill.

FACT: The amount most will receive is \$0—that's right NOTHING. Sixty-five percent of all participants in the GI Bill never receive any money for college.

FACT: In order to actually get the money, several things have to happen:

- You have to be honorable discharged, something that doesn't happen for 20% of all enlistees.

- You have to be able to attend school. Nearly half of the veterans from the first Gulf War are sick or permanently disabled.

- You have to be enrolled in a school or program that is approved by the VA

- You have to survive your term in the military. If you are killed in Iraq or Afghanistan, no one gets that college money.

FACT: Only 16% of all enlistees who complete 4 years of service actually complete a college degree program. (Rand 2000)

FACT: Between 1995 & 1999, tuition at 4-year colleges grew by 65%. Meanwhile, the maximum award under the GI Bill increased by only 16%. The GI Bill may not even be enough

to pay your tuition. The total of \$36,411 works out to \$9,036 a year, or \$4,518 a semester. This won't even cover tuition in



many colleges. Forget about going to a private college—the average tuition in 2004 was \$13,758 for a semester. As of the

2005 school year, expenses for one semester at UCLA for non-residents are \$16,800 a semester. Tuition and room at Michigan State will cost \$8,500 per semester. The University of Florida will cost you \$6,000 a semester. As you can see, the GI Bill probably won't even cover your tuition. If it does, you still have to buy textbooks, eat, put gas in your car, buy clothes, and go out for pizza and a movie once in a while.

FACT: Members wishing to participate must sign up for deduction of \$100 a month for 12 months. This is not refundable, so that if the service member gets a less than honorable discharge, which about 20% do, the money is gone. It's also gone if you change your mind and don't go to school.

FACT: So few enlistees are able to take advantage of the GI Bill that the military actually makes a profit off the program – it takes in \$72 million more every year than it pays out. Between 1986 and 1993, the military actually took in \$720 million more in non-refundable deposits than they paid out in college benefits, according to a report in Army Times. The military is not interested in sending you to college; they're interested in recruiting you.

FACT: When you apply for financial aid, the financial aid office determines your eligibility according to your income. They count payments from the GI Bill as income, so you will actually be less likely to get grants.

FACT: As far as financial aid programs go, the average

student is much better forgetting about the military and taking advantage of programs like the Pell Grant. The paperwork is long, but it's easier than dodging bullets overseas somewhere to keep Halliburton's stock price high.

PROMISE: We'll give you a \$20,000 Enlistment Bonus.

FACT: This is actually more like a loan than a bonus. When you accept the bonus, you are obligated to serve the whole term. If, for some reason, you are not able to complete your enlistment, you have to pay back the bonus.

PROMISE: Join the Reserves or National Guard and you'll only have to serve one weekend a month.

FACT: Forty percent of the soldiers in Iraq today are members of the National Guard or Reserves whose recruiters told them the same thing. Thousands of National Guard and reservists have been called back to active duty since 9/11, and thousands more still will be called to go to Iraq. Many have them have seen their enlistments and tours of duty extended by "stop loss" orders.

PROMISE: The Military Takes Care of its Own with Excellent Retirement & Disability Benefits

FACT: Veterans Benefits have been repeatedly slashed. In March of 2003, just days after the invasion of Iraq, the House of Representatives voted to cut funding for veteran's health care and benefit programs by nearly \$25 billion over the next ten years.

FACT: Because of recent budget cuts, the Veterans Administration has had to resort to charging veterans entering into its system a \$250 annual fee in order for them to receive treatment. So if you're injured or disabled while in the military, you are going to have to pay for treatment.

FACT: Budget cuts may force VA hospitals across the country to close. Others will be forced to lay off staff, possibly more than 19,000 nurses. The staff reductions will lead to the loss of over 6.6 million outpatient visits, which means that one out of every two veterans could lose their only source of medical care.

FACT: The Pentagon has a history of denying veterans' medical claims.

FACT: Approximately 33% of homeless men in the United

PROMISE: We'll give you all this in writing

FACT: The enlistment document is not a contract. The document itself says "Laws and regulations that govern military personnel may change without notice to me. Such changes may affect my status, pay, allowances, benefits, and responsibilities as a member of the Armed Forces regardless of the provisions of this enlistment/enlistment document." This means that the military has absolutely no obligation to keep any promise made to you. The exciting job the recruiter promised you can be taken away at the convenience of the military. You, on the other hand, agree to give up years of your life, obey orders – including orders to kill, and possible be killed yourself.

PROMISE: We'll guarantee you the job you want.

FACT: Many young people sign up for one job only to be told later that there are no openings in the field. Often they are told this during boot camp, and are then pressured into another field in which the military has a shortage. One soldier told counselors that he has been talked into enlisting in order to play in the Army band. He wanted to be a musician, and his recruiter told him that joining the Army was the key to pursuing his

