



Is Your District Feeling the Squeeze?

Whether your district is self-represented or uses the services of a professional negotiator, NJSBA's bargaining conferences will help your board negotiate more effectively.

Negotiate Effectively in Tight Times

Preparing for Bargaining

Saturday, September 11, 2010

9:00 a.m. - 4:15 p.m.

RWJ Hamilton Center for Health & Wellness

This fast-paced program will guide you through the preparation activities and legal framework critical to effective bargaining. Topics include:

- The Board's Obligations and Rights
- The Roles of the Bargaining Team and the Board
- Costing Out the Current Agreement
- Developing Board Proposals

Academy Credits: 2

Core Area for CBM: Labor Relations

Core Area for MBM: Labor Relations

Continuing Legal Education: 6.0 CLE pending for New Jersey Lawyers

Intermediate Bargaining

Saturday, September 25, 2010

9:00 a.m. - 4:15 p.m.

RWJ Hamilton Center for Health & Wellness

Learn what happens at the bargaining table; what to expect and how to respond. Topics include:

- The Mechanics of Bargaining (ground rules, timing, procedures)
- Analyzing Union Demands
- Using Comparative Data
- At-the-Table Techniques
- Impasse Procedures

Academy Credits: 2

Core Area for CBM: Labor Relations

Core Areas for MBM: Labor Relations, School Law

Continuing Legal Education: 6.5 CLE pending for New Jersey Lawyers



The 2010-2011 \$2000 NJSBA Service Credit may be applied towards the Bargaining Programs. Visit www.njsba.org for more information.

To register, fax the coupon below to (609) 278-5280. For more information, please call the Labor Relations Department at (888) 886-5722, ext.5219.

Cancellation Policy: Cancellations made up to 10 working days prior to the program date will be refunded the entire registration fee. Cancellations made between 10 working days and 72 hours of the program date will be charged \$25. Cancellations made within 72 hours and no shows will be charged the full fee. For possible cancellations due to inclement weather, call (609) 392-2000.

The school district accountability law places travel restrictions on school board members. Advanced travel approval is required. For details, visit www.njsba.org/accountabilityact/

Please register me for the following **Bargaining Conferences:**

Preparing for Bargaining

Saturday, September 11, 2010 @ \$125 (\$250 for non-members)

Intermediate Bargaining

Saturday, September 25, 2010 @ \$125 (\$250 for non-members)

Do you wish to apply your service credit? (Applies to regular member school districts only) Yes No

Payment enclosed Bill Board (P.O. must accompany registration form)

NAME: _____ TITLE: _____

DISTRICT: _____ COUNTY: _____

ADDRESS: _____

PHONE: (h) _____ (b) _____

FAX: _____ E-MAIL: _____

*If you wish to be billed and a voucher is required for your records, please send it with your registration to avoid duplication. Travel directions will be provided when your registration is confirmed.