49th Annual NAEN Conference

**MAKING A SPLASH!**

Creating Positive Labor Relations and Engaging in Successful Collective Bargaining

March 11-14, 2018 ¬─ Sheraton Sand Key, Clearwater, Florida

The 49th Annual Conference of the North American Association of Educational Negotiations will bring together approximately 100 educational negotitations and employee relations specialists from all over the United States and Canada to learn, participate, and network for three and one-half days of professional development in educational negotiations and employee relations. This conference offers the best opportunity to gain new insights, sharpen your negotiation skills, network with your peers, and share the best practices with your colleagues.

This conference is recommended for all education based management professions who share an interest in employee and labor relations and who are committed to professional development, including school board members, superintendents, school attorneys, negotiatiors, building administrators, Principals, pupil service personnel, HR directors, and labor specialists. If you have any questions regarding this conference, please email us [execdir@naen.org](mailto:execdir@naen.org). We hope you will be able to join us in Clearwater for this most informative conference for professional and personal advancement.

Receive a Certificate of Completion to assist you with your professional development requirements!

* *“This was my first conference and it was excellent, great topics and speakers, networking was fantastic, learned from conference and social time.”*
* *“One of the very best things about this conference is the tone─ warm, friendly, focused, lots of interaction.”*

MAKING A SPLASH

Creating Positive Labor Relations and Engaging in Successful Collective Bargaining

**NAEN’S 49th Annual Conference ─ March 11-14, 2018**

Saturday, March 10

6:00-8:00 Board Dinner

Sunday, March 11│***Pre-Conference***

Breakfast on your own!

9:00-3:00 a.m.

Negotiation Preparation

11:30-12:30 p.m. Lunch on your own

Or

9:00 – 11:30 a.m.

How to Conduct an Investigation, Jacqui Litra, Esq.

12:30-3:00 p.m.

How to Conduct an Arbitration, Dominic D’Imperio, Esq. and Tim Collins, Esq.

***Conference***

4:00-5:30 p.m. David Rubin, Esq. Keynote Speaker

Social Media and the legal restrictions using social media in the hiring process

5:30-7:00 p.m. Hospitality Dinner

Monday, March 12

7:30-8:30 a.m. Breakfast

8:30-9:45 a.m. John Rasmussen, Keynote Speaker

Interest Based Problem Solving and the Brain on Bargaining; What you don’t know about neurology can hurt you at the table

10:00-11:00 a.m.

When do Bargaining Unit members have a right to union representation and when do they not? Mark Pettit and Dave Cirillo, Esq.

Or

Implementation of a Provincial Wide Bargaining Agreement, Penny Mustin

11:00-11:15 a.m. Snack Break

11:15-12:15 p.m.

Negotiating like Genghis Khan, Vince Pavic

Or

Canadian Litigation & Arbitration Review, Michael Hines, Esq. and Amanda Lawrence-Patel

12:15-1:15 p.m. Lunch

1:15-2:15 p.m.

Last Chance Agreements, John Fester Esq.

Or

Off Duty Conduct, Michael Hines, Esq. and Amanda Lawrence-Patel

4:00-5:30, Canadian Caucus

Tuesday, March 13

7:30-8:30 a.m. Breakfast

8:30-9:45 a.m. Peter Fagen, Esq. Keynote Speaker

Negotiations – Communications and the Media

10:00-11:00 a.m.

Innovations in Controlling Healthcare Costs, Sharon Brognia

Or

Managing your Board during Negotiations, Greg Guercio, Esq., John Gross, Esq., and Justin Petrarca, Esq.

11:00-11:15 a.m. Snack Break

11:15-12:15 p.m.

Hiring and Supporting 21st Century Teachers, Marnie Wright

Or

Teacher Instructional Hours and Assigned Time; Tracking and Managing to ensure compliance and Efficient use of Human Resources, Kevin Yano

12:15-1:15 p.m. Lunch

1:15-2:15

Past Practice…What does that exactly

Mean? Rachel Rissetto and Dan Shaw

Or

HR’s role in the Board’s Strategy Plan, John Bryant

Or

Starling Minds, our Mental Health Program specifically for Catholic Principals and Vice-Principals in Ontario, Jeff Baechler

4:00-6:00 p.m. Dinner Reception

Wednesday, March 14

7:30-8:30 a.m. Breakfast

8:30-9:45 a.m. Brian Sartorelli and Sarah Bunder, Keynote Speakers

Private Investigation services that

can assist School Boards

10:00-11:30 a.m.

Canadian Affairs

Or

US Affairs

12:00-2:00 p.m. Board of Directors Meeting

MAKING A SPLASH

MARCH 11-14, 2018 │CLEARWATER BEACH, FLORIDA

***Collective***

***Bargaining with***

***NAEN Experts!***

***Join us for the pre-conference on***

***Sunday, March 11th for this unique***

***opportunity!***



Send your entire bargaining team and you will walk away from a full day session with ground rules, draft proposals, salary analysis, health insurance analysis, negotiation strategies, and be well on your way to a successful negotiation process!

Your entire team will be paired up with a team of NAEN experts from the field who will work with your team to create specific proposals based on your unique bargaining circumstances. Let us help get you well on your way for successful collective bargaining in your District!

Join us Sunday, March 11th 2018 during the pre-conference. The cost for your entire team (as many people as you would like to send) is only $995.00 for the full day ($1,195 for non-members). This is not per person! It is for the entire team!

Take advantage of this opportunity! The number of teams available to participate is limited, so sign up fast!

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| **REGISTRATION** | | | | | | |
|  |  |  | Member | Non-Member | | Total |
| Full Conference Registration | | | $550.00 | $675.00 |  |  |
|  |  |  |  |  |  |  |
| One Day Registration | |  | $305.00 | $320.00 |  |  |
|  |  |  |  |  |  |  |
| **OPTIONAL EVENTS** | | | | | | |
| *Training Elective- Sunday, March 11* | | | |  |  |  |
|  |  |  |  |  |  |  |
| Full Day Session for | |  |  |  |  |  |
| entire bargaining team: | | | $995.00 | $1,195.00 |  |  |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
| Half Day Sessions (am or pm or both)  Each session is $125.00 or both for $200.00  Purchase Order Number: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ | | | | | | |
| Bill District/ Organization □ | | | | | | |
| Check Enclosed □ | | | | | | |
| **Please make checks payable in U.S. funds.** | | | |  |  |  |
| NAEN'S FEIN Number: 59-2112656 | | |  |  |  |  |
| NAEN accepts American credit cards - PaySchools Online and PayPal | | | | | |  |
| See our webpage for processing directions. | | | |  |  |  |

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| **Attendee** |
| Name: |
| Title: |
| District/Organization: |
| Address: |
| City/State/Province/Zip |
| Phone/Cell |
| Email: |
| Is this your first NAEN conference? Yes □ No □ |
| If you have food allergies or dietary requests or require special services or accommodations, please describe: |