



# Negotiations Conference

8:30 a.m. to 1:00 p.m.

Friday, October 14 (NEOEA Day)

Eastlake North High School

## NEOEA Negotiations Conference

Negotiations begin before you even exchange packages or shake hands with administration. Our annual Negotiations Conference will focus on some of the other aspects to consider as your team plans for negotiating a bargaining contract. Come join us at the annual NEOEA Negotiations Conference on Friday, October 14 (NEOEA Day) at North High School at 34041 Stevens Blvd., Eastlake.



### **Legal Update** – Rachel Reight (9:00-9:50)

This session will provide information regarding legal issues facing our members and local associations, including the legislative changes that could impact working conditions.

### **Team Building for Bargaining** – Jacci Johnson (10:00-10:50)

This session will not only look at how to choose your team members but how to form a more cohesive and engaged team of bargainers.

### **Clear Channels of Communication and Selling Solidarity** – Katie Olmsted (11:00-12:00)

All members in your local must be on board as you plan your strategy to negotiate. This is an ongoing process which requires a plan, clear message, and member involvement.

The Negotiations Conference will provide information for all members regardless of classification. We encourage participating locals to send entire bargaining teams and negotiation committees. We have built in time for you to have your questions answered and concerns addressed. You have a unique opportunity for your team to gather a lot of information necessary for bargaining within a short amount of time.

Registration and continental breakfast are from 8:30-9:00, and lunch is at 12:00.

**Please register by Friday, October 7.** To register, go to <https://vireopay.net/transact/NEOEA/Nego2022>. You will be asked for your name, local association, non-work email address, cell phone, if you will be joining us for breakfast, and if you will stay for lunch. You will receive an email from the registration system, and another email from us at the office confirming your registration. The week of October 10 you will receive a reminder confirmation email. Questions: Please email us at [desk@neoea.org](mailto:desk@neoea.org).