



**BUILDING ON A
PROUD TRADITION**

About the Division:

The National Fraternal Order of Police Division of Labor Services provides a comprehensive set of resources and services to assist FOP lodges across the country.

The NFOP Division of Labor Services is staffed by experienced professionals who provide highly skilled support services in the area of labor relations.



COLLECTIVE BARGAINING SEMINAR

November 12 - 15, 2019

Presented by

The National Fraternal Order of Police Division of Labor Services

About this seminar:

This seminar offers tools for those who are new to Collective Bargaining, and is also a great refresher for experienced negotiators. The seminar includes hands-on training that combines role-playing activities with classroom instruction.

Supported by experienced NFOP negotiators, you will be engaged in using actual bargaining techniques and strategies in a classroom environment.

Who should attend:

All law enforcement bargaining teams and those who desire to be on a law enforcement bargaining team.

All individuals who need to learn the bargaining process in an environment that promotes and teaches good bargaining strategies and tactics.

What you need to bring: A laptop computer



ACCOMMODATIONS

Planet Hollywood

LAS VEGAS

3667 S. Las Vegas Blvd.
Las Vegas, NV 89109

Group Dates:

Nov 11 - 16, 2019

Group Code: SMFOP9

Group Rate:

Go Rooms \$72

Deadline for Group Rate:

October 12, 2019

Reservations:

Call (866) 317-1829 or click on
the following link: [HTTPS://
BOOK.PASSKEY.COM/GO/SMFOP9](https://book.passkey.com/go/smfop9)

*Group code must be used to
obtain discount. Tax,
additional \$37 resort fee and
other fees may apply.
Contact hotel for more
information.*

*Resort fee entitles you to
unlimited local calls,
admission for two guests
(per day) to the Fitness
Center, in-room Internet
access for two devices.*

Collective Bargaining Seminar

Nov 12 - 15, 2019

Registration Fee: \$595.00

Registrant Name: _____

Organization: _____

Street Address: _____

City: _____

State: _____ Zip Code: _____

Telephone: _____

Email: _____

Method of Payment: (please circle one)

Visa* Discover* AMEX* MasterCard* Check*

Name on Card: _____

Card#: _____

Expiration Date: _____ CV2: _____

Billing Address: _____

Total Enclosed: _____

*A 3.5 percent acceptance fee will be assessed on all credit card transactions. No transaction fee will be assessed on payments made by check.

Submit registrations to:

NATIONAL FRATERNAL ORDER OF POLICE

701 Marriott Drive

Nashville, TN 37214

Phone: (800) 451-2711

Fax: (615) 399-0400

Email: ssimpson@fop.net

Registration confirmation will be sent upon receipt of payment.

Further questions about the conference?
Please contact Labor Services at labor@fop.net.

COLLECTIVE BARGAINING SEMINAR

Agenda Tuesday, November 12, 2019

7:30 AM Registration/ Continental Breakfast Provided

8:30 AM Identifying Teams and Roles

9:30 AM General Session: Preparing for Negotiations

This session teaches you the dos and don'ts of bargaining techniques for preparation, determining comparables, economics, and the negotiations process

11:30 AM Lunch Provided

1:00 PM General Session: Continuation of Morning Session

4:00 PM Team Meetings: Teams meet and start preparations for bargaining

5:00 PM Hosted Reception

Agenda Wednesday, November 13, 2019

7:30 AM Continental Breakfast Provided

8:00 AM Breakout Sessions: Union and Management teams set goals and draft proposals

12:00 PM Lunch Provided

1:00 PM Negotiations and Work Sessions: Exchange and explain written proposals

COLLECTIVE BARGAINING SEMINAR

Agenda Thursday, November 14, 2019

7:30 AM Continental Breakfast Provided

8:00 AM Negotiations and Work Sessions resume

12:00 PM Lunch Provided

1:00 PM Negotiations - Contract expires at 5:00 PM

Agenda Friday, November 15, 2019

7:30 AM Continental Breakfast Provided

8:00 AM Preparation for ratification/ arbitration

9:00 AM Ratification/Arbitration of Agreement

Each team will present its tentative agreement to its membership or legislative body for acceptance or rejection. If an agreement is not reached the parties will present their cases to an arbitrator who will select one party's last best offer in its entirety as the contract.

11:00 AM General Session: Reports from each team

12:00 PM General Session: Applying this seminar to your bargaining unit.
