



"How to Succeed At The Bargaining Table"

On **November 2, 2011** Council 15 will be hosting one of the most important workshops of the year, "**How To Succeed At The Bargaining Table**". During this workshop AFSCME Council 15 participants will discuss, identify, examine and evaluate collective bargaining principals, tactics, dynamics and strategies necessary to be successful in today's public sector collective bargaining. Participants will also discuss, examine and perform the basic skills in costing contract proposals. Participants will examine the information needed to cost proposals, understand why we cost, discuss the importance of the timing of wage increases, thoroughly analyze fringe benefit costing and participants will conduct various contract proposal calculations. This workshop is a must for anyone that participates in the local bargaining process. Space is limited so please RSVP to Stephanie today at 203-250-2220 or at swise@ctcop.org . Thank you and I look forward to seeing everyone on November 2nd.

Agenda

Registration/Continental Breakfast: 8:30 am - 9:30am

Workshop: 9:30am - 11:30am

Lunch: 11:30am - 12:30pm

Workshop: 12:30pm - 2:30pm

Q. & A. 2:30pm - 3:00pm

Reception: 3:00pm - 4:30pm

Location: IL Monticello, 577 S. Broad Street, Meriden, CT 06450

No Cost for Members

Guest Speakers:

Mike Messina, AFSCME

Curt Ostrander, AFSCME