



Pepple & Waggoner

ATTORNEYS AT LAW

SCHOOL NEGOTIATIONS WORKSHOPS

Embassy Suites Columbus - Dublin Dublin, Ohio Thursday, January 20, 2022	Holiday Inn Independence, Ohio Thursday, January 27, 2022	Cincinnati Marriott North West Chester, Ohio Thursday, February 3, 2022
5:30 - 6:00 p.m.	REGISTRATION/DINNER	
6:00 - 6:10 p.m.	WELCOME & INTRODUCTION	
6:10 - 6:40 p.m.	HOW TO PREPARE, PERSUADE AND PREVAIL IN NEGOTIATIONS <ul style="list-style-type: none">● Choosing the Right Theme and Team for Negotiations● Identifying Issues That Need to be Fixed● Establishing Financial and Other Goals	Christian M. Williams, Esq.
6:40 - 7:10 p.m.	THE INS AND OUTS OF BARGAINING NON- TEACHING CONTRACTS <ul style="list-style-type: none">● Controlling Overtime Costs● Making Sure Regular and Extra Trip Routes are Staffed● Approving and Scheduling Vacation Leave● An Aide is an Aide is an Aide	Donna M. Andrew, Esq.
7:10 - 7:40 p.m.	THE OUTS AND INS OF BARGAINING TEACHING CONTRACTS <ul style="list-style-type: none">● Hiring the Most Qualified Person for the Job● Including Discipline Not Limited to Termination● Keeping the Hurdles Out of Teacher Evaluations● Keeping Class Size Restrictions Out of the Contract	Kevin J. Locke, Esq.
7:40 - 7:50 p.m.	BREAK	
7:50 - 8:20 p.m.	DON'T MAKE THESE COMMON BARGAINING MISTAKES <ul style="list-style-type: none">● Believing Logic Will Win Out in the End● Incorrectly Timing When to Make Your Best Offer● Overestimating Friendship's Input on Bargaining● Underestimating What the Union is Willing to do to Achieve Its Goals	Daniel L. Lautar, Esq.
8:20 - 8:50 p.m.	BARGAINING ISSUES FOR 2022 <ul style="list-style-type: none">● Remote/Distance Learning● Safety in the Workplace● Work/Life Balance	Brian J. DeSantis, Esq.
8:50 - 9:20 p.m.	TRIED AND TRUE UNION TACTICS <ul style="list-style-type: none">● Union Misrepresentations of Bargaining Proposals● Undermining the Board's Bargaining Team● Working to Rule	Milko Cecez, Esq.