

# Collective Bargaining Seminar

November 29, 2022 - December 2, 2022

## Las Vegas



**The National Fraternal Order of Police  
Division of Labor Services**





## The National Fraternal Order of Police Division of Labor Services



# Collective Bargaining Seminar November 29 to December 2, 2022

### 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.

### 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





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This seminar is designed for the beginner or experienced negotiator alike. The sessions teach you the dos and don'ts of bargaining techniques for preparation, determining comparables, economics, and the negotiations process.

## Attendees' comments from last seminar...



Beneficial. Cops don't often like small group and role-playing designed training, but it is truly beneficial and worked great for this Informative, I am much more comfortable heading home going into negotiations.

Great! Intense! Best training I've been to thus far. Labor services is an awesome group of professionals, true experts, and it's a great resource to any labor group.

Overall, the seminar was great. It provided experienced bargaining members, who gave invaluable guidance. I have a much deeper understanding of how bargaining works. Amazing class!

Outstanding! I have been to multiple trainings throughout the country, and I felt like this was truly one of the best. Nothing beats practical experience.

### ACCOMMODATIONS

**Flamingo Hotel – Las Vegas**  
3555 Las Vegas Blvd.  
Las Vegas, NV 89109

**Group Dates: November 29 – December 2, 2022**

**Deadline for Group Rate: October 28, 2022**

**Reservations: Call (866) 317-1829 or click on the following link:**

**Group Code: <https://BOOK.PASSKEY.COM/GO/SFFOP2>**



- **Group code must be used to obtain discount. Tax, additional \$39.95 resort fee, and other fees may apply. Contact the hotel for more information.**
- **Resort fee entitles you to unlimited local calls, admission for two guests (per day) to the Fitness Center, and in-room internet access for two devices.**
- **Please contact the Flamingo Hotel to make reservations or if you have any questions about reservations. Please note, any reservations made via phone will incur a \$15.00 fee, plus tax, per reservation.**



# The National Fraternal Order of Police Division of Labor Services



Collective Bargaining Seminar  
November 29, 2022 – December 2, 2022

Registration Fee: \$595.00

Registrant Name: \_\_\_\_\_  
 Organization: \_\_\_\_\_  
 Street Address: \_\_\_\_\_  
 City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_  
 Telephone: \_\_\_\_\_  
 Email: \_\_\_\_\_

Method of Payment: (please check one)

*\* Please note that a convenience fee of 3.5% will be assessed by the electronic processing company. No part of this fee goes to the National Fraternal Order of Police. This fee will be added to the total amount of your transaction.*

Visa   
  Discover   
  AMEX   
  MasterCard   
  Check

Name on Card: \_\_\_\_\_  
 Card#: \_\_\_\_\_  
 Expiration Date: \_\_\_\_\_ CV2: \_\_\_\_\_  
 Billing Address: \_\_\_\_\_  
 City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_  
 Total Enclosed: \$ \_\_\_\_\_

Please send your completed registration form via email to:

Stephanie Simpson at [ssimpson@fop.net](mailto:ssimpson@fop.net).

Registration confirmation will be sent upon receipt of payment.

Further questions about the seminar? Please contact NFOP Labor Services at [labor@fop.net](mailto:labor@fop.net) or call the National office at 800-451-2711.

## Check-in for the seminar on November 29, 2022

Meeting rooms will be on the 3<sup>rd</sup> floor, Corp. Convention Center

1. 7:30 am - Registration will be outside of the El Dorado Ballroom
2. For more information, go to Carson 1
3. Meetings will be held in the El Dorado Ballroom

## Collective Bargaining Seminar Agenda

### November 29, 2022

### Day 1

- Set up for Registration 7:30 am
- Registration/Continental Breakfast 8:00 am
- General Session/Preparations for Negotiations 9:30 am
- Lunch Provided 12:00 pm
- General Session Continues 1:30 pm
- Identify Teams (Management/Union) 2:30 pm
- Teams Meet and Prepare for Negotiations (2 rooms) 3:00 – 4:30 pm
- Reception 5:30 to 7:30 pm

### November 30, 2022

### Day 2

- Continental Breakfast 7:30 am
- Management and Union Work Session  
Set Goals and Draft Proposals (2 rooms) 8:30 am
- Lunch Provided 12:00 pm
- Work Session Continues 1:00 pm
- Teams meet in their breakout rooms for negotiations
- Exchange proposals and start negotiations session 2:30 pm

### December 1, 2022

### Day 3

- Continental Breakfast 7:30 am
- Negotiation Session Continues 8:30 am
- Lunch Provided 12:00 pm
- Negotiation Session Continues 1:00 pm
- Contract Expires 4:30 pm

### December 2, 2022

### Day 4

- Continental Breakfast 7:30 am
- Teams meet in breakout rooms to finish  
preparation for ratification/arbitration 8:30 am