

Now a Webinar!

Bargaining During a Crisis

A Two-Part Advanced Collective Bargaining Webinar Series



**School
Services
of California**
INC.
An Employee-Owned Company

ABOUT THE WEBINAR

The COVID-19 pandemic is a health crisis that is having a profound impact on nearly every aspect of our daily lives. The disruption caused by the pandemic is severe, but short-term; while decisions related to when, if, and how to re-open schools could have long lasting employer-employee relationship consequences. Local education agencies must work closely with their labor partners to address mandatory subjects of bargaining.

School Services of California Inc.'s 2020 Bargaining During a Crisis workshop will be delivered in an interactive two-part webinar series that offers management negotiators with the information, tools, and resources they will need to be successful at the bargaining table during these unprecedented times. The presenters will address core issues related to crisis bargaining and how to negotiate in a strategic fashion to ensure post pandemic success for your students, your employees, and your agency.

Part 1: The Negotiations Landscape **October 6, 2020, 9:00 a.m. – 11:00 a.m.**

- COVID-19, the Economy, and the Education Budget for 2020–21
- Bargaining Challenges in 2020–21
- A Panel Discussion with the state's leading labor attorneys

Part 2: Navigating the Crisis Negotiations Landscape **October 13, 2020, 9:00 a.m. – 10:30 a.m.**

- Developing bargaining parameters and goals during a pandemic
- Negotiating reopeners
- Effects bargaining
- Impasse proceedings
- Communicating with stakeholders
- Maintaining the employer-employee relationship

WHO SHOULD ATTEND:

This workshop is for the **management side of the table only**—if you are going to be involved in negotiations on the management side of the table this year, you need this workshop. This workshop is a “must attend” if you are responsible for the preparation of financial information, proposal development, or at the table for negotiations. We encourage you to bring your entire negotiations team.

PRESENTED BY:

Danyel Conolley
Director, Management
Consulting Services

John Gray
President and CEO

Suzanne Speck
Executive Vice President

DATES AND TIMES:

Part 1: October 6, 2020
9:00 a.m. – 11:00 a.m.

Part 2: October 13, 2020
9:00 a.m. – 10:30 a.m.

WEBINAR FEE:

Client Fee:
\$275 per attendee

Nonclient Fee:
\$550 per attendee

Fee includes both webinars

WEBINAR REGISTRATION:

Online through our website at
www.sscal.com/workshops

Email a completed registration form
(including purchase order or credit card)
to michelleb@sscal.com

Fax a completed registration form to
(916) 245-3645

Mail a completed registration form to
Michelle Berge, Event Coordinator
School Services of California Inc.
1121 L Street, Suite 1060
Sacramento, CA 95814



**Bargaining During
a Crisis**

DATES AND TIMES:

Online Webinars October 6, 2020 and October 13, 2020

Programs Begin: 9:00 a.m. ■ **Programs Adjourn:** 11:00 a.m. (October 6) and 10:30 a.m. (October 13)

To confirm registration, please send an email to: michelleb@sscal.com

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| District/Organization: | | Contact Person: | |
| Address: | City: | Zip: | Contact's Phone Number: |
| Phone Number: | Fax Number: | | Extension: |
| | | | Contact's Email Address: |

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| Attendee #1 Name (required): | <u>Dates of Online Webinars</u> October 6, 2020 October 13, 2020 | Attendee #3 Name (required): | <u>Dates of Online Webinars</u> October 6, 2020 October 13, 2020 |
| Attendee #1 Email Address (required): | | Attendee #3 Email Address (required): | |
| Attendee #2 Name (required): | <u>Dates of Online Webinars</u> October 6, 2020 October 13, 2020 | Attendee #4 Name (required): | <u>Dates of Online Webinars</u> October 6, 2020 October 13, 2020 |
| Attendee #2 Email Address (required): | | Attendee #4 Email Address (required): | |

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| REGISTRATION | CLIENT FEE | NONCLIENT FEE |
| <p>Online through our website at www.sscal.com/workshops</p> <p>Fax completed registration form (including P.O. or credit card number) to (916) 245-3645</p> <p>Email completed registration form to michelleb@sscal.com</p> <p>Mail completed registration form to Michelle Berge, Event Coordinator School Services of California, Inc., 1121 L Street, Suite 1060, Sacramento, CA 95814</p> | <p>_____ Attendee(s) @ \$275</p> <p>TOTAL: \$ _____</p> | <p>_____ Attendee(s) @ \$550</p> <p>TOTAL: \$ _____</p> |

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| <p style="text-align: center;">PAYMENT OPTIONS</p> <p>(Note: Registration <i>will not be accepted</i> without a method of payment indicated.)</p> <p><input type="checkbox"/> Check enclosed. Make checks payable to School Services of California, Inc. Check # _____</p> <p><input type="checkbox"/> Credit card authorization—MasterCard® or Visa® only. Cardholder name: _____ Account #: _____ Exp. Date: _____</p> <p><input type="checkbox"/> Purchase order #: _____ (A fax copy of the purchase order is an acceptable form of payment.)</p> | <p style="text-align: center;">CHECK PAYMENT</p> <p>If you are prepaying by check, please mail with a copy of the registration form to:</p> <p>School Services of California, Inc. P.O. Box 516613 Los Angeles, CA 90051-0599</p> <p>Note: For faster processing, please also email or fax your registration form with a copy of the check.</p> | <p style="text-align: center;">PURCHASE ORDER/CREDIT CARD PAYMENT</p> <p>If you are paying with a credit card or have a purchase order, please fax the registration form to (916) 245-3645 or email it to michelleb@sscal.com</p> <p>Or send by mail to:</p> <p>Michelle Berge, Event Coordinator School Services of California, Inc. 1121 L Street, Suite 1060 Sacramento, CA 95814</p> |
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Please Note: Cancellations received after 5:00 p.m. the Friday before the first webinar will be charged the full webinar fee. If you have a cancellation, please email michelleb@sscal.com and you will be given a cancellation number. This number should be retained for your records. Please call Michelle Berge at (916) 446-7517 or send an email to michelleb@sscal.com if you have any questions.