



NEGOTIATIONS TRAINING SERIES 2021-2022

For Superintendents, Business Managers, & District Negotiating Teams

Want to become a more effective member of your District's negotiating team? SSDA and AALRR present the 2021-2022 Negotiation Training Series. Each of the four, 3-hour paid sessions on Zoom will offer attendees practical negotiating tips and techniques informed by current affairs and presented by experienced industry professionals.

2021-2022 VIRTUAL WORKSHOP DATES & TOPICS

FREE Kick-Off Session

Negotiating during COVID -
Let us know what questions
you have

Monday, August 30, 2021
8:00-9:30 AM

Speaker: Peter Schaffert

Preparing for the First Negotiation Session

Monday, September 13, 2021
9:00-12:00 PM

Speaker: Peter Schaffert

Layoffs and Language

Monday, December 6, 2021
9:00-12:00 PM

Speaker: Georgelle Cuevas

Getting the Word Out

Monday, February 21, 2022
9:00-12:00 PM

Speaker: Scott Holbrook

Show Me the Money!

Monday, April 25, 2022
9:00-12:00 PM

Speakers: Sal Holguin & Melissa Gallegos

The price for the four-day virtual series is \$500 per person or \$1,000 for three members from one district.

[Click Here to Register](#)

For more information email taylor@ssda.org