



# 2019—What's Next?

## ERNN REGIONAL WORKSHOPS

### ABOUT

Districts went through a season of difficult negotiations in 2018, so it is only logical to ask, what comes next? This workshop will focus on what was learned during the 2018 bargaining year, including summary data from districts and discussion of tactics and strategies used by labor groups and locals. Presenters will share details about how to prepare for bargaining in the future—specifically how to deal with difficult bargains, when to get help from PERC, how to

explain your fiscal position to the Association, when to use social media, and more. This will be an interactive workshop intended for superintendents, business managers, and bargaining team members. Districts are encouraged to bring their whole bargaining team if possible.

*Note: This workshop will not contain a segment on Basic Bargaining but is appropriate for all experience levels.*

### DATES/LOCATIONS

Please select one to complete your registration. Provide registrant and payment details below. The workshops begin at 8:30 a.m. and conclude at 2:30 p.m. Lunch and clock hours are included in registration.

<b>FEBRUARY 19   ESD 171</b> <input type="checkbox"/> \$150 ERNN Member District <input type="checkbox"/> \$195 Non-Member Conference Attendee	<b>FEBRUARY 20   ESD 101</b> <input type="checkbox"/> \$150 ERNN Member District <input type="checkbox"/> \$195 Non-Member Conference Attendee	<b>FEBRUARY 26   ESD 113/114 at ESD 113</b> <input type="checkbox"/> \$150 ERNN Member District <input type="checkbox"/> \$195 Non-Member Conference Attendee	
<b>MARCH 19   ESD 105</b> <input type="checkbox"/> \$150 ERNN Member District <input type="checkbox"/> \$195 Non-Member Conference Attendee	<b>MARCH 20   ESD 123</b> <input type="checkbox"/> \$150 ERNN Member District <input type="checkbox"/> \$195 Non-Member Conference Attendee	<b>MARCH 26   ESD 189</b> <input type="checkbox"/> \$150 ERNN Member District <input type="checkbox"/> \$195 Non-Member Conference Attendee	<b>APRIL 10   ESD 112</b> <input type="checkbox"/> \$150 ERNN Member District <input type="checkbox"/> \$195 Non-Member Conference Attendee

### REGISTRANT INFORMATION

Ph.D. Name \_\_\_\_\_ Pref'd name on badge \_\_\_\_\_  
 Ed.D. Title \_\_\_\_\_ District/Agency \_\_\_\_\_  
 Mr. Address \_\_\_\_\_ City/State/ZIP \_\_\_\_\_  
 Mrs. Email \_\_\_\_\_  
 Ms. \_\_\_\_\_

Meals served include options for vegetarian, gluten free, and dairy free restrictions/allergies.  
 Other allergy? (please specify) \_\_\_\_\_

### PAYMENT OPTIONS

**Cancellations received within 2 weeks of your event will incur a \$75 fee. No Show = No Refund.**

Purchase order # \_\_\_\_\_  Check (payable to WASA)  
 Visa or MasterCard Card Number \_\_\_\_\_  
Expiration Date \_\_\_\_\_ CVC \_\_\_\_\_ Name, exactly as it appears on the card: \_\_\_\_\_  
 Email receipt to: \_\_\_\_\_

### WAYS TO REGISTER

**FAX** 360.352.6873 **MAIL** WASA, 825 Fifth Ave. SE, Olympia, WA 98501 **QUESTIONS** Please contact Lisa Gehman, 360.489.3640 or lgehman@wasa-oly.org.