



NORTH AMERICAN ASSOCIATION OF EDUCATIONAL NEGOTIATORS

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BULLETIN

Knowledge Is The Key To Success

President's Message, Ann Chapman

[NOTE: Due to circumstances beyond her control, Ann Chapman was unable to complete the President's Message for this edition. I believe, however, that the comments below reflect her perspectives. R.W.]



It has been and continues to be a time of both financial and political volatility. Change is in the atmosphere. Its impact is being felt in school districts across our continent. The key question is how can we keep from simply reacting to everything that is changing around us and harness knowledge to our advantage? One very important way is by taking the time to engage in meaningful professional development. NAEN's 40th Annual Conference will be held in Clearwater, Florida from March 8-11, 2009. Mark your calendars now and don't miss out on this outstanding opportunity to learn new skills and strategies for achieving management goals at the negotiating table; get motivated from outstanding keynote speakers; and network with colleagues from across the United

States and Canada. There is no doubt that we are all facing economic challenges, and in such times, professional development is often the first thing to be cut from the budget. But consider this – the cost to attend the conference is likely a miniscule percentage of the cost of the contracts you negotiate, and the payback for the enhanced skills and fresh approach to negotiations is incalculable. This issue of the Bulletin contains the conference schedule. Let me just highlight two of our keynote speakers at our annual conference:

Monday Keynote: "Leadership in Negotiations: Being Persuasive, Being a Change Agent, Being Successful" By Crystal Kuykendall, Doctor of Education, Attorney at Law, Speaker & Author; President & General Counsel, Kreative & Innovative Resources for Kids (KIRK, Inc.).

Dr. Crystal Arlene Kuykendall is considered one of the most dynamic individuals of our time. A critical thinker, analyst, motivator, and mentor. Dr. Kuykendall has astounded audiences and individuals through the power of her observations and the warmth of her words.

Wednesday Keynote: "Mind Games: Power, Personality, and

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The mission of NAEN is to improve the knowledge and performance of school management negotiators by advancing their professional status, providing a forum of effective communication, and encourage information exchanges among educational negotiators.

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Mark Your Calendar!

NAEN's

40th Annual Conference

March 8-11, 2009

Sheraton Sand Key Resort

Clearwater, Florida

Shooting the Curl

IN NEGOTIATIONS

More information available in October 2008

www.naen.org

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Emotion in Negotiations" By Delee Fromm, Fromm & Goodhand, Ontario, Canada. "Most of us think of negotiation as a purely rational exercise. The reality is just the opposite. Power, personality, emotions, and strategic moves play a large role in most negotiations. Thus it is important to recognize what is happening, to learn how to "hold your own" and to understand when you may be contributing to it."

Delee Fromm is both a lawyer and a psychologist. She is a former partner of McCarthy Tetrault LLP, the largest law firm in Canada, where she practised commercial real estate for 17 years.

Your Board of Directors met in Chicago at the end of September. One item on the agenda was addressing issue of the vacant President-Elect position. The board decided to fill the board position by appointment in accordance with the Bylaws. The decision was to advance the officers into their respective positions for the rest of this year as follows: Steven Talksy becomes President-Elect; Michael Weinert becomes Treasurer; and Gerry Huber was appointed Secretary. We will be having two vacancies on the board to fill at our business meeting at the conference. If you are interested in serving on the board please read the article in this issue of the Bulletin.

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The NAEN Bulletin is a bi-monthly publication produced as a membership service. This publication is intended as an informational newsletter; it is not a substitute for legal advice from an attorney. For legal advice please consult your attorney. Any questions about the publication can be directed to Ron Wilson at naen@osba.org. © Copyright North American Association of Educational Negotiators, 2007.

