



NORTH AMERICAN ASSOCIATION OF EDUCATIONAL NEGOTIATORS

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BULLETIN

New Year Greetings

President's Message, Steve Hengen

"Happy New Year!"

This heartfelt greeting comes from the entire NAEN Board of Directors. The Board wishes for you a prosperous and successful 2008, not only in your personal situations, but also in your business and your future negotiations. Speaking of the NAEN Board of Directors, please take a few minutes to look over the list of 2007-2008 Board of Directors included in this publication. Talk about credible! The board includes folks from Canada and the United States, from the West Coast to the East Coast, and from numerous large and small communities in between. What a rich array of talents, personalities, backgrounds, perspectives, educational experiences, and (of course) job-embedded negotiation experiences! This board worked hard during 2007 to bring you, the members, opportunities and information that would assist you in your positions as educational negotiators.



Okay, okay, enough on the board – and here is the “rest of the story.”

The board could not have done its work without NAEN's Executive Director, Ron Wilson, and his staff. Ron is the backbone that does the majority of the leg work while supporting and keeping the board organized. Without him, would we have the NAEN *Bulletin* with its many up-to-date informational articles? Would we have the cutting-edge information and first-class presenters at the 2008 Annual Conference, “Building Successful Negotiations” (March 16-19) in New Orleans? A big “Thank You!” goes to Ron for his ongoing dedication and commitment to NAEN.

While pondering the strengths of NAEN and reviewing the excellent conference offerings in New Orleans, I thought it appropriate and timely that I emphasize attendance at the pre-conference workshops scheduled for Sunday, March 16. First timers and current members will benefit from attendance at any one of the pre-conference workshops. The offerings in New Orleans are Interest-Based Bargaining, Advanced Bargaining, and Using NAEN's Proposal Costing Software.

I was “hooked” after attending a

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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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pre-conference workshop during my very first annual conference. Since that time, there have been many reasons for my ongoing attraction and support for NAEN; however, I credit a pre-conference workshop presented by past presidents, Mark Pettitt and Phil Stern, for fulfilling an immediate need for quality bargaining information. Mark and Phil serve as experts in their field while willing to share their knowledge and experiences with others attending the workshop that year. Through humorous stories and bargaining expertise, Phil and Mark connected with those of us in attendance. We left armed with information – information that I was able to apply upon my return home. Information that you will be able to apply upon your return from New Orleans.

I have continued to attend pre-conference workshops, asking questions and taking home valuable, in-depth knowledge. That gained knowledge continues to serve me as a resource from pre-bargain planning to reaching a final agreement. As you complete your registration for the 2008 Annual Conference in New Orleans, don't forget to register for one of the pre-conference workshops. I encourage you, in the future, to voice your interest in presenting at any of the pre-conference or breakout sessions. You will benefit by attending, but you will benefit even more when presenting. Talk to anyone of the board or to Ron if you are interested or just want more information.

In addition to the pre-conference workshops, general sessions and numerous breakout sessions, the conference holds its annual business meeting on Tuesday. This year, the annual business meeting will include an election to replace several director seats (see "Are you Interested in Serving?" on page 4) and a proposal to increase the dues. We certainly don't want to price ourselves beyond reach of our current and future members; however, we recognize that we are on a five-year cycle and have determined that this is an appropriate time to propose an increase. Below is a brief history of the dues increases we have seen and the proposed increase that would be effective July 1, 2008 if passed.

NAEN DUES HISTORY

7-1-98	Individual:	\$55 to \$65
	Institutional:	\$140 to \$150
7-1-03	Individual:	\$65 to \$80
	Institutional	\$150 to \$200

NAEN DUES PROPOSAL

7-1-08	Individual:	\$80 to \$100
	Institutional:	\$200 to \$275

In closing, I look forward to seeing you and visiting with you at the conference. Please consider running for one of the open seats on the Board of Directors, review the dues proposal, plan on attending Tuesday's business meeting to vote, and enjoy what looks to be one of the best conferences ever. See you in New Orleans!

Employment

Have a vacancy to post?

NAEN will place current notices in our bi-monthly *Bulletin* published at the beginning of January, March, May, July, September and November.

Contact Ron Wilson at naen@osba.org or 503-871-5400.

Negotiator's Wisdom—at the movies

"Fasten your seat belts. It's going to be a bumpy night."

–Margo Channing (played by Bette Davis) putting her party guests on notice in *All About Eve* (1950).

"I'm shocked, shocked to find that gambling is going on in here."

–Captain Louis Renault (played by Claude Rains) in *Casablanca* (1942) shutting down Rick's nightclub, and then collecting his winnings.

NAEN 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.

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