



NORTH AMERICAN ASSOCIATION OF EDUCATIONAL NEGOTIATORS

# BULLETIN

NOVEMBER/

DECEMBER 2007

VOLUME 23, ISSUE 3

## Thinking about New Orleans

*President's Message, Steve Hengen*

I've been thinking about New Orleans a lot lately. After all, it is only a few months until the NAEN Annual Conference will return to New Orleans. So, when I recently picked up Northwest Airlines' latest edition of World Traveler magazine, I was immediately struck by these words on the cover,

"PLUS: New Orleans is Back". As I quickly flipped through the pages (Real men don't use the Table of Contents), I



discovered that the magazine was featuring two cities in its October 2007 edition: New York City and New Orleans. After minimal rummaging, I found "Back in the Big Easy" by John Rosenthal.

The recent photo of Bourbon Street on page 61, buzzing with visitors, reminded me once again of NAEN's 2004 conference at the Astor Crowne Plaza Hotel, at

the gate of the world-famous French Quarter. Being one of those conference folks who live in colder weather, I was reminded of how pleasant the New Orleans weather can be in March. Even on March evenings, windows and doors are opened to admit the slightly salty breeze and the sounds of laughter, talking, and music from several directions at once. Ah! New Orleans! Food, music, and the Saints.

John Rosenthal (2007, p. 60) begins his article with these words: "New Orleans is back. It has been two years since Hurricane Katrina devastated the city—followed by floods of water. But New Orleans has pulled itself up by its gumboots (flood boots) and resumed the business of letting the good times roll." He then goes on to state that the French Quarter (as well as the Central Business District, Uptown and the Garden District) all stand on high ground, and therefore, sustained very little damage.

The list of restaurants and night spots that closed for just a

*(President continued on page 2)*

*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.*

### In this issue:

Assertive Bargaining	3
NCES Survey- Recruitment & Retention	4
Negotiations Fundamentals	7
You can never be too prepared	8
Evaluating Proposals	10

(President continued from page 1)

few weeks after Katrina are well-known and popular – Rosenthal mentions Mother’s Restaurant, the Acme Oyster House and “best of all,” Café du Monde.

Mother’s restaurant (World’s Best Baked Ham) opened its doors as a family-owned restaurant in 1938. It is almost exactly the same as it was then, featuring sandwiches with names like Turkey Ferdi, Ralph, John G., and John G. w/ debris. Those Po’ Boys were named after customers. I remember the food being every bit as good as the website claims, mothersrestaurant.net.

The Acme Oyster House website (acmeoyster.com) also explains its beginnings in 1910 and features its menu. While browsing the Acme’s website and typing this, I am listening to the website’s New Orleans jazz – and that reminds me that I must get some jazz club reservations during the conference! If I don’t get that done, I’ll be in big trouble with my wife! She wouldn’t miss a chance to revisit favorite spots in New Orleans, and she told me many months ago that she had arranged to get off work for a few days so she could go to New Orleans with me!

The Original Café Du Monde Coffee Stand was established in 1862 in the New Orleans French Market. The website states that “The Café is open 24 hours a day, seven days a week. It closes only on Christmas Day and on the day an occasional Hurricane passes too close to New Orleans” (cafedumonde.com). In my July/August Bulletin message, I mentioned that my wife, Ann, and I especially enjoyed eating a beignet at Café du Monde during the 2004 NAEN conference. Actually, to tell you the truth, we went there more than once! (Maybe more than twice . . .)

Of course there are more important reasons for attending the 2008 NAEN Annual Conference in New Orleans – and those reasons are associated with the conference itself! The depth of the featured speakers for March 16-19, 2008, is impressive, in both their varied backgrounds and their varied topics. Here are just a few of the highlights-to-be:

- **Paul Vallas** – Superintendent, New Orleans Recovery School District; credited with turning around Chicago and Philadelphia school systems

- **Dan Weisberg** – Executive Director, Labor Policy, New York City Dept. of Ed.; manages relationships with the numerous labor unions; chief negotiator
- **Mike Antonucci** – Director, Education Intelligence Agency; insight into the inner workings of the teachers’ unions
- **Delee Fromm** – Lawyer and Psychologist, largest law firm in Canada; teaches and provides one-on-one negotiation coaching in both Canada and the U.S.
- **Jeff Olefson** – Consultant, Staff Development Associates; consultant to school districts and designer of human resource training programs
- **Jay Fernow** – Partner in one of the largest California law firms specializing in education and employment law for school districts
- **Joe Marlowe** - Senior V.P. for AON Consulting; specializes in strategic design for health benefits, disease management, workers’ compensation, etc.

Wow! And those are just some of the highlights! See the NAEN website for more information about the speakers, schedules, etc. See You All in New Orleans!

## NAEN BULLETIN

North American Association of Educational Negotiators  
PO Box 1068, Salem, Oregon 97308  
(503) 588-2800; fax (503) 588-2813  
www.naen.org

**Ron Wilson** -Executive Director

**Donna Herren** -Meeting Planner

**Josie Hummert** -Administrative Assistant

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.

