

SERB

65 East State Street
Columbus Ohio 43215-4213

*"Promoting Orderly and Constructive
Labor Relations Since 1984"*



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SERB Announces Negotiations Seminar

SERB wishes to announce its first Annual Negotiation Seminar to be held on April 11, 2016. It will be a daylong event beginning at 9:00 a.m. and concluding at 4:00 p.m. It will be held in the Columbus, Ohio, region and the exact place will depend on the number of attendees.

It will be a follow up to the Negotiations Training classes that SERB has held over the past year. There will be no restrictions on who can attend but it will be most valuable to persons who have negotiated a number of contracts or who have attended our training sessions.

The Mediation section will host and emcee the Seminar. It has secured the commitments of four persons who have extensive negotiating experience and who are among the top negotiators in the state of Ohio. These four individuals will talk in the morning on negotiation topics suggested by our mediators and then in the afternoon, the four individuals will conduct mock negotiations which can be observed by the attendees. The session will then be open for additional comments and questions.

Our expert panel of negotiators include: Michelle Sullivan, a partner in Allotta Farley L.P.A.; Robert D. Weisman, a partner in IceMiller; Robin Carlin, labor relations director at the Ohio Veterans Home; and Jonathan Downes, a partner in Zashin & Rich. Each of our panel members will be able to give the attendees practical suggestions and strategies for labor negotiations.

The cost for the seminar will be \$50. Refreshments during the day will be available.

Attendance will be limited. Please register if interested.