



Teamsters Leadership Academy  
**Announcement**

# **Collective Bargaining: How to Negotiate Strong Teamster Contracts**

hosted by

**Teamsters Local Union 769**

**North Miami, Florida**

**March 11-14, 2014**

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The IBT Training and Development Department is conducting a Teamsters Leadership Academy on collective bargaining, March 11-14, 2014. The program will be hosted by Teamsters Local 769 in Miami, Florida and is open to all IBT affiliates. The four-day program will present a practical application of knowledge and skills needed to negotiate collective bargaining agreements in today's political and economic climate.

**WHO:** Teamster Representatives

**WHEN:** Tuesday, 03/11/14                      Wednesday-Friday, 03/12-14/14  
Registration: 8:00 am                      Program: 9:00 am-5:00 pm  
Program: 9:00 am-5:00 pm

**WHERE:** **Teamsters Local Union 769**  
12365 West Dixie Highway  
North Miami, Florida 33161  
Tel: (305) 642-6255

**REG. FEE:** **\$200.00**

**HOTEL:** **See Attached List of Area Union Hotels**

Please return the registration form, survey and your check made out to **IBT** to Marie Nolan, IBT Training & Development Department, 25 Louisiana Avenue, NW, Washington, DC 20001. Or, fax the registration and survey to 202-624-6851 and bring your payment with you to the program. Travel arrangements can be made through the Teamsters Travel Department at 1-800-IBTFLY1.



Teamsters Leadership Academy  
**Registration**

**Collective Bargaining – March 11-14, 2014**  
**Teamsters Local Union 769**  
**North Miami, Florida**

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Mr. \_\_\_\_\_ Mrs. \_\_\_\_\_ Ms. \_\_\_\_\_

Name: \_\_\_\_\_

Position/Title: \_\_\_\_\_

Local Union/Other Affiliate: \_\_\_\_\_

How long in this position? \_\_\_\_\_

Email: \_\_\_\_\_

Would you like your confirmation letter emailed or sent through the USPS? **(Please circle one.)**

Office phone: \_\_\_\_\_

Cell phone: \_\_\_\_\_

**PLEASE FILL OUT THE ATTACHED REGISTRATION FORM AND BARGAINING ASSESSMENT SURVEY AND RETURN NO LATER THAN MONDAY, MARCH 3, 2014** to Marie Nolan, IBT Training & Development Department, 25 Louisiana Avenue, NW, Washington, DC 20001. Or, fax to 202-624-6851 and bring your payment with you to the program. Thank you.

# **Teamsters Leadership Academy**

Collective Bargaining

March 11-14, 2014

## **Suggested Area Union Hotels**

**1. Hilton Miami Downtown**

1601 Biscayne Blvd.  
Miami, Florida 33132  
Phone: 1-305-374-0000

**9. InterContinental Miami**

100 Chopin Plaza  
Miami, Florida 33131  
Phone: 305-577-1000

**2. Doubletree by Hilton**

1717 N. Bayshore Drive  
Miami, Florida  
Phone: 1-305-372-0313

**3. Doubletree by Hilton Ocean Point**

17375 Collins Avenue  
Miami Beach, Florida 33160  
Phone: 1-786-528-2500

**4. Hampton Inn**

1000 S. Federal Hwy  
Hallandale, Florida  
Phone: 954-874-1111

**5. The Westin Diplomat**

3555 S. Ocean Drive  
Hollywood, Florida 33019  
Phone: 954-602-6000

**6. Conrad Hotel**

1395 Brickell Avenue  
Miami, Florida 33131  
Phone: 305-503-6500

**7. Hyatt Regency**

400 Southeast Second Avenue  
Miami, Florida 33131  
Phone: 1-305-358-1234

**8. JW Marriott Hotel**

1109 Brickell Avenue  
Miami, Florida 33131

# Participant Bargaining Assessment Survey

By providing this information, you will help us to form work groups with varying levels of skills and experience, and provide a more enhanced understanding of the negotiations process for all participants. **Please print your answers.**

1) Name: \_\_\_\_\_

2) IBT Local Union/Other Affiliate: \_\_\_\_\_

3) How long have you been a Teamster Representative? \_\_\_\_\_

4) If you were a Teamster Steward, how many years were you in that position? \_\_\_\_\_

5) Number of contracts you have negotiated? \_\_\_\_\_

Number of contracts in which you were part of the bargaining committee? \_\_\_\_\_

6) In which industry(ies) do you have the most representational experience?

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- Percentage of public sector contracts represented? \_\_\_\_\_

- Percentage of private sector contracts represented? \_\_\_\_\_

7) What do you find is the most difficult (or perceived difficult) part of the collective bargaining process?

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8) What specific skills or information would you like to gain from this course?

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