



TEAMSTERS LEADERSHIP ACADEMY *Announcement*

Bargaining: How to Negotiate Strong Teamster Contracts

Hosted by

Teamsters Local Union 455, Denver, CO

September 16-19, 2025

This four-day, high-impact program is designed for union leaders and representatives who negotiate labor contracts in both the private and public sectors. Through expert-led discussions, hands-on exercises, and engaging mock bargaining sessions, participants will master the legal framework, bargaining timeline, strategic company research, and membership mobilization. From contract costing and language strategies to leveraging caucuses and sidebars, this immersive training equips you with confidence and tactical expertise to secure strong agreements and build power at the table. Are you ready to take your bargaining skills to the next level? Join us and transform the way you negotiate!

REGISTRATION: Register online at <http://ibt.io/TLA2025>

WHO: Teamster Representatives

WHERE: Teamsters Local Union 455
10 Lakeside Lane, Suite 3-A
Denver, CO 80212

WHEN: **Registration:** September 16, 8am-9am
Program: September 16-19, 9am-5pm

SUGGESTED HOTELS: **Hilton Garden Inn Arvada**
No Room Blocks 5455 Olde Wadsworth Blvd
Arvada, CO 80002
303-420-9799

Denver Marriott West
1717 Denver West Blvd
Golden, CO 80401
303-279-9100

FEE: No Charge

IMPORTANT NOTE: Our programs fill quickly! Please contact Renee Parker at (202) 624-8724 or RParker@teamster.org to confirm space availability before making travel arrangements!

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/Joint Council/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?

- Percentage of public sector contracts you represent? _____

- Percentage of private sector contracts you represent? _____

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

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

Please fill out the bargaining assessment survey and return to Renee Parker via fax: 202-624-6851 or email: rparker@teamster.org. Thank you.