

**REGISTRATION FORM - Spring 2009**

***Start with "No"...Negotiating in Tough Fiscal Times***

**An Important Workshop for Negotiators, Superintendents,  
Personnel Administrators, Business Administrators, and any members of  
a District's negotiations team wanting to improve their negotiating skills**

**9:00 AM to 12:00 Noon - Choose from five locations**

\_\_\_\_\_ *Western New York -Monday, February 23, 2009 - Angola (Buffalo area), New York*

\_\_\_\_\_ *Finger Lakes New York - Thursday, February 26, 2009 - Victor (Rochester area), NY*

\_\_\_\_\_ *Central New York - Friday, February 27, 2009 - Phoenix (Syracuse area), New York*

\_\_\_\_\_ *Mohawk Valley New York - Thursday, March 5, 2009 -Utica, New York*

\_\_\_\_\_ *Capital Region New York - Friday, March 6, 2009 - Latham (Albany area), New York*

NAME OF SCHOOL DISTRICT: \_\_\_\_\_

ADDRESS: \_\_\_\_\_ City/State/Zip: \_\_\_\_\_

TELEPHONE: (        ) \_\_\_\_\_ FAX: (        ) \_\_\_\_\_

NAME OF PARTICIPANT: \_\_\_\_\_ Title: \_\_\_\_\_

\_\_\_\_\_ Title: \_\_\_\_\_

\_\_\_\_\_ Title: \_\_\_\_\_

**Cost** - The cost of the workshop is \$195 for one person. \$150 per participant for the second and subsequent participant from the same school district.

**Discount** - *At-the-Table Negotiating Skills Workshop* -  
Participants attending this workshop can deduct \$100 per participant from  
the cost of the "At-the-Table Negotiating Skills" workshop in March 2009.

TOTAL AMOUNT: \$ \_\_\_\_\_

METHOD OF PAYMENT

Check or purchase order # \_\_\_\_\_ to "Educational Support Services"  
(EIN: 26-3273269)

Superintendent's Signature: \_\_\_\_\_ Date: \_\_\_\_\_

**FAX Registration to (716) 672-5472, then MAIL Registration to:**

Dr. James M. Merrins, Executive Program Administrator  
Educational Support Services (EIN: 26-3273269)  
42 Rosalyn Court; Fredonia, NY 14063

QUESTIONS: State Office (716) 672-5473

[www.SuperintendentOfSchools.com](http://www.SuperintendentOfSchools.com)