

**MASSACHUSETTS COALITION OF POLICE
and
SANDULLI GRACE, P.C.**

2025 ADVANCED TRAINING SEMINAR

Wednesday, May 7, 2025

***DoubleTree Hilton Hotel
5400 Computer Drive, Westborough
9:00 a.m. to 3:30 p.m.***

Step beyond the basics! This training is a strategic tool kit designed to take a deep dive into the art and strategy of contract bargaining and prepare you to lead your next negotiations with confidence, power and precision with such topics as:

**Identifying Comparable Communities
Analyzing Comparable Benefits
The Municipality's Ability to Pay
Drafting Proposals
Ground Rules
Negotiating Tactics
Rule 14
Health Insurance
Ratification of the Contract
Getting the Contract Funded
The J.L.M.C. Process
Management Rights Clause**

Networking and Open Bar (beer and wine) - 3:30 p.m. - 4:30 p.m.

Cost - \$125 per person

(For inquiries regarding financial assistance, please contact Julia at jmp@masscop.org)

Agenda and topics subject to change.