



If you register at least 2 people at the regular tuition **NO LATER THAN JULY 1ST**, one additional person can attend for \$50!

Riviera Hotel • Las Vegas, Nevada

September 11-12, 2008

seminar will be held:

The next Police-Fire Labor Institute

IMPORTANT NOTICE

"This program gives leaders information and tactics, and shows how to succeed."
Rudy Liggin, Treasurer
El Paso County (TX) Sheriffs Officers Association

"This seminar is a good eye opening view on so many levels from negotiations to PAC endorsements"
John Francavilla, Secretary
Omaha (NB) Police Union, IUPA Local 101

"More of my leaders and members need to see this seminar and that 'thinking outside the box' can be productive."
Eugene Eyster
South Bend (IN) FOP Lodge #36

"Other Association leaders need to hear from the great and experienced lecturers about what it takes to win."
Jose LaTorre, Vice-President
Santa Barbara POA

Police & Fire Labor Institute
3267 Bee Cave Road
Suite 107-103
Austin, Texas 78746-3336



First Class Mail
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You can tell a lot about a seminar by who's NOT invited!

Management need not apply.



September 11-12, 2008 • Riviera Hotel • Las Vegas, NV

Why have police and fire labor leaders from more than 400 police and fire associations in the United States and Canada attended the PFLI's nationally acclaimed course on

Power, Politics, and Confrontation?

Because it is the *one and only* course that teaches you how to become a real **power broker in the community, and how to **win** a labor-management battle! Our nationally recognized speakers - noted police union leader Ron DeLord, award winning political consultant Michael Shannon, and high profile police-fire consultant Jim Spearing bring a wealth of experience to help you win.**

Here's what other recent attendees are saying about the course:

"If a police union fails to implement the tactics that are taught at this seminar, then they have lost already."

David Titus, President
St. Paul (MN) Police Federation

"Union leaders must understand that power, politics, and confrontation are vital tools to be used in the normal course of business."

Darrell Wade, President
Henderson, (NV) POA

"All police unions should be doing the things taught at this seminar. Then we would be respected and able to get our members the money!"

Tim Zayack, Director
Toronto, (Canada) Police Association

"The ideas gathered in this seminar will reap benefits for my members for years to come."

Michael Salzano, President
Fort Lauderdale (FL) Firefighters Local 765

"Going into a confrontation without the knowledge and tactics presented at this seminar is political suicide."

Mark Anderson, Director
Riverside (CA) Sheriff's Association

POWER, POLITICS AND CONFRONTATION...

THE Seminar for labor leaders only!

SORRY!

No Management allowed. That's right. Due to the sensitive nature of the Police & Fire Labor Institute Seminar, we do not allow attendance by any Elected Officials, City or County Managers, Mayors, Police & Fire Chiefs, Sheriff's or anyone acting on behalf of these persons.

WHY?

Because we teach labor leaders how to fight back. We can help you win on the political battlefield and at the bargaining table.

The Police & Fire Labor Institute Seminar will give you the tools you need to become a political power broker in your community.



Who Should Attend This Seminar:

- Executive board members, such as President, Vice-President, Treasurer or Secretary of a police or fire fighter association.
- Members of the Board of Directors, such as an at large, area or shift representative
- PAC chair person or PAC decision-maker
- Negotiator or member of the association Negotiating Committee
- Grievance or staff representative, a member in an association leadership position, or a person who is being developed as a future leader.

What Power, Politics and Confrontation Will Teach You:

How to get involved politically to increase your leverage at the bargaining table.

How to win public support for your issues and translate that support into better pay, benefits and working conditions for your members.

How to handle yourself with the news media.

How to win a labor-management confrontation by developing a winning strategy.

How to use our eight step plan to build association power.

Our seminar hotel is a terrific facility, and in a great location.

The September 11-12, 2008 seminar will be held at the NEWLY REMODELED Riviera Hotel, 2901 Las Vegas Blvd., South, Las Vegas, Nevada 89109. Room rates are \$105 per night for a single / double room, plus tax.

Make your reservation under the "POLICE & FIRE LABOR INSTITUTE" block by August 20, 2008 to preserve the room block rate. Call Toll Free: 1-800-634-6753.

YES! please register me for the POLICE/FIRE POWER, POLITICS, AND CONFRONTATION SEMINAR.

Complete the form below **OR** register on-line at policeandfirelabor.com

(Select one) Make check payable to the **POLICE & FIRE LABOR INSTITUTE** (Total enclosed) \$ _____

- 1 Person: **\$350.00**
- 2 Persons: **\$325.00 (PER PERSON FROM THE SAME ORGANIZATION)**
- 3-4 Persons: **\$300.00 (PER PERSON FROM THE SAME ORGANIZATION)**
- "5 PLUS" Package: \$275.00** (per person from same organization) **PLUS** If your association sends at least five people to this course, you can send one additional person free, or receive a credit to attend a future program.

Name: _____ Title _____

Police/Fire Labor Org. _____ Bus. Phone _____

Address _____ City _____

State _____ Zip _____ Email Address _____

For more information, please call **512-413-7611** or fax **512-495-9301**.

Please mail this form and check to: **Police & Fire Labor Institute, 3267 Bee Cave Rd., Ste. 107-103, Austin, TX 78746**

REFUND POLICY: Payment for a Police and Fire Labor Institute Seminar must be made in advance. Refunds will be given on any cancellation made more than 30 days prior to a seminar. Otherwise, payment will be applied to the next seminar. A "5-PLUS" package is non-refundable, but any persons unable to attend, including the designated free tuition, may attend any future course at no tuition cost.