Negotiating Your Next Contract

Featuring Presenter:
Attorney Sheilah McCarthy
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Thursday, March 19, 2020
at the MSAA Office, Franklin, MA

Sign-In/Registration: 8:00am–8:30am
Workshop: 8:30am–11:30am

PD Hours: 3
Content Area: Leadership and Administration

Fees: Member $115/Non-Member $150

MSAA Contact: pd@msaa.net

Negotiating a contract can be one of the most uncomfortable experiences you face as a principal. Rather than succumbing to the temptation of just taking what is offered and risking your financial and career health by agreeing to contract terms, take this opportunity to educate yourself on terms that are favorable to you. School leadership matters, principals directly influence the school culture and instructional quality. Author Daniel Pink asserts that school leaders' effect on students contributes to twenty-five percent of the total school influences on students' academic performance. Therefore, school districts have an enormous interest to attract, retain and continually improve strong school leaders. This workshop provides helpful strategies for negotiating a contract that promotes stability, comparability and growth for the principal as well as the school district.

Attorney Sheilah McCarthy is a founder of the law firm Lenow and McCarthy. She focuses her practice in the areas of labor and employment law. Most of the unions she represents are public sector groups such as school administrators and school and municipal workers. She advises and represents many individual employees not represented by a union. Sheilah is a member of the Massachusetts Bar Association, the Massachusetts Lesbian and Gay Bar Association, the American Bar Association, and the Lawyers Coordinating Committee of the AFL-CIO.

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