

# ***NEGOTIATIONS STRATEGY***

**WHAT'S YOUR GAME PLAN FOR  
CONTRACT NEGOTIATIONS? DON'T  
HAVE ONE? YOU BETTER CALL THE  
PEOPLE THAT DO**



# ***POLICEPAY.NET***

*The Industry Leader,  
Year-After-Year  
“We have your paycheck covered.”*

# ***NEGOTIATIONS STRATEGY***

- 1) Extensive compensation analysis of comparable agencies – the best survey available
- 2) Intensive, in-depth analysis of your city's finances – no stone is left unturned
- 3) Detailed costing of proposals for compensation increases
- 4) Compilation of recruitment and retention data
- 5) A concise and on point message with supporting talking points
- 6) A custom written speech to give at meetings of civic clubs and political groups
- 7) A step-by-step plan for conducting negotiations
- 8) A timeline that tells when you should do each important function
- 9) All the special exhibits you will need at the negotiations table
- 10) POLICEPAY's negotiations seminar book
- 11) Consultation on making decisions concerning proposals and strategy

We know what to? We can show you the way.

What are you waiting for? Pick up that phone. Ask for Matt. Tell him you are ready do something about the beatings that you have been taking. We have our 1959 Cadillac ambulance parked right out front.

## ***ONE FIXED TURNKEY PRICE AGREED TO IN ADVANCE THREE PAYMENT PLANS – AFFORDABLE FOR ALL***

12 monthly payments, with the first payment with signed contract

2 payments, with the first payment paid at the beginning of the work

1 payment up front (this is the best deal)

***Call us today for a guaranteed price bid that is good for 90 days***

POLICEPAY.NET  
(405) 701-8616  
[editor@policepay.net](mailto:editor@policepay.net)

Matt Barnard  
(405) 413-6517  
[matt@policepay.net](mailto:matt@policepay.net)

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Sometimes it can be overwhelming, but you do not have to go it alone. Call us today. We can be at your side at the negotiating table or in the background. Either way, we can help you navigate through the rapids ahead. Still not convinced? Call or email us and we will send more details. Look at the list of associations that have used one or more of our services over the years.

<http://www.policepay.net/Clients.htm>

Need some references? We can provide them. Look at this letter from the Phoenix Law Enforcement Association.

<http://www.policepay.net/PLEAletter.pdf>

We are not “bean counters” or “legal eagles”. We are only concerned with results – good results for you. Pick up that telephone and call now.

(405) 701-8616. It will be the best decision you can make.

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