

# RICK MCKIDDY



**RICK MCKIDDY** has over four decades of experience in bargaining. He started his career in the auto industry and within 10 years, at the age of 29, he was elected the top negotiator of his local union representing over 3000 workers. Shortly thereafter he was appointed to the UAW international staff where he sat across the table from presidents and CEOs of numerous multinational corporations negotiating on behalf of over 500,000 people. Since retiring in 2008, Rick went on to work for Screen Actors Guild, started a small business, became a realtor and executive produced independent features. Rick has spent his entire life trying to help others get their fair share and loves being able to teach others how to do that as well. Rick earned a Masters in International Business, Bachelors in Political Science and Minor in Labor-Management Relations from Wayne State University. Rick currently resides in Ohio.

## Don't \$ell Yourself \$hort

How to Negotiate the Best Deal for YOU!

- What is a negotiation
- Preparing for negotiations
- How to be treated with respect and dignity
- How to negotiate your fair share
- Strategies for getting the best deal for you
- What makes a good agreement