



Mixed messages are confusing. *Lean in, but not too much. Speak up, but not too often. Be empowered, but only when it's politically correct* (Bloomberg, 2016). Goodness, no wonder women have trouble understanding some of the bold solutions to create opportunity and success.

Competent negotiators are not any smarter than you, but they know what you may not. I invite you to stand in the business section of any book store or online book market. There are hundreds of titles just for women about negotiating, empowerment, surviving a hostile workplace, work-life balance and more. It is very overwhelming! I believe women could use a handful of principles that are easily digested to serve as a catalyst in their negotiations.

This two-hour session captures the essence of our strengths and limitations in the many ways we negotiate. For instance, we advocate for our spouses and partners, for our children, for our friends, and sometimes for our co-workers. But how good are we at advocating for ourselves? Lessons frame the ways we're missing the mark in our personal and professional lives to offer solutions to change our thinking and outcomes.

***session may be combined with additional content for a four hour event***