

LAUNCHING LADIES INTO SENIOR LEADERSHIP

SCCE CEI BERLIN
MARCH 13, 2019

Part 2: Negotiation, Networking and New Ideas

NEGOTIATE IT!

No Negotiation

Offered \$90,000

Accepted

2% Annual Raise

After 10 Years?

\$109,709

Negotiated

Offered \$90,000

Negotiated to \$100,000

2% Annual Raise

After 10 Years?

\$121,899

What can you ask for?

Monetary

- Salary
- Sign-on Bonus
- End-of-Period Increase
- Stock Options / Equity
- Retirement Contributions

Non-Monetary

- Title
- Vacation Time
- Learning Budget
- Flexible Working Conditions
- Location-Specific Perks (gym membership, on-site nursery)
- Pre-approved writing and speaking opportunities

FOUR TIPS TO ROCK NETWORKING

- 1: Connect with Connectors
- 2: Plan your hit list
- 3: Stalking for Success
- 4: Follow up, follow up, follow up

5

Four Commandments for Winning and Keeping Mentors and Champions

Commandment 1:

Thou shalt do thy homework

Commandment 2:

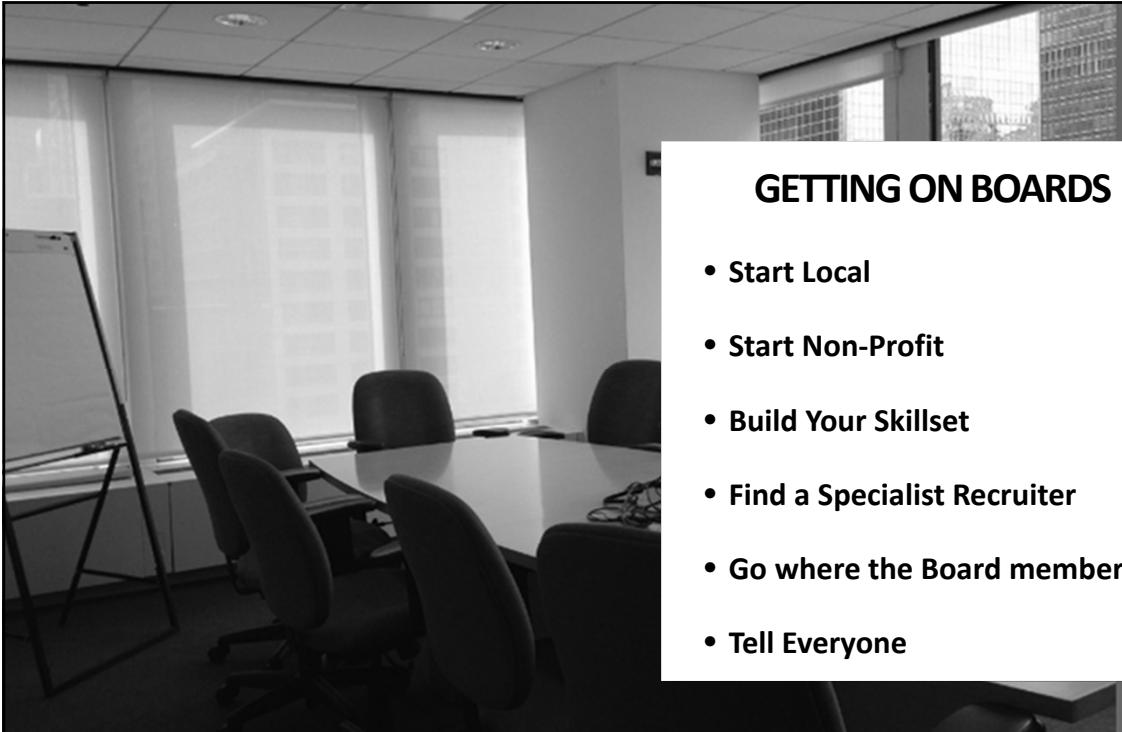
Thou shalt have a specific request

Commandment 3:

Thou shall speak thy follow-up plan out loud at the end of the conversation

Commandment 4:



Thou shalt say thank you!



GETTING ON BOARDS

- Start Local
- Start Non-Profit
- Build Your Skillset
- Find a Specialist Recruiter
- Go where the Board members are!
- Tell Everyone

RAISING THE ROOF ON YOUR PROFILE

<p><u>Candidate:</u> Alex</p> <p><u>Schooling:</u> Excellent</p> <p><u>Prior Experience:</u></p> <ul style="list-style-type: none"> ✓ 6 years in Compliance ✓ 3 years in Legal 		<p><u>Candidate:</u> Alexa</p> <p><u>Schooling:</u> Excellent</p> <p><u>Prior Experience:</u></p> <ul style="list-style-type: none"> ✓ 6 years in Compliance ✓ 3 years in Legal <p><u>Also:</u></p> <ul style="list-style-type: none"> • Podcast guest to discuss new trade sanctions law • Quoted in the WSJ on ethical leadership • Experienced with new technology vendors • Won Women in Compliance Award for CCO of the Year 	
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SPEAKING AND WRITING

I can't find a topic!



**LATEST
ENFORCEMENT
ACTION**



**NEW OR
PROPOSED LAWS**



**TRENDS YOU
SEE IN THE
PROFESSION**



**BEST PRACTICES
YOU'VE
OBSERVED**



**CASE STUDIES
OF YOUR OWN
EXPERIENCE**



**SOFT SKILLS LIKE
NETWORKING, GOAL
SETTING, INFLUENCE,
OR TIME
MANAGEMENT**

RAISING YOUR PROFILE

GETTING KNOWN

Follow and
Comment

GETTING IN THE PRESS

Meet and Greet
Follow, Comment,
Share

GETTING IN THE GAME

Podcasts

OUT FOR GLORY

Nominate Yourself for
Awards

SHE WHO CAN, TEACHES

College class
Law School class

WEBINARS

Sign Yourself Up

GETTING TO YES

- Perception as best in class
- Improve Google results
- Give copy approval



I WILL...

PART 2: RECOMMENDED RESOURCES

- ✓ **Never Eat Alone, by Keith Ferrazzi**
<https://amzn.to/2CMr9TK>
- ✓ **Negotiating Your Salary: How to Make \$1000 a Minute, by Jack Chapman**
<https://amzn.to/2p0glHN>
- ✓ **Lean In: Women, Work, and the Will to Lead, by Sheryl Sandberg**
<https://amzn.to/2Oenola>
- ✓ **You are a Badass: How to stop doubting your greatness and start living an Awesome Life, by Jen Sincero**
<https://amzn.to/2CV8GnU>
- ✓ **Act Like a Success, Think Like a Success, by Steve Harvey**
<https://amzn.to/2O8wMNg>
- ✓ **The Slight Edge: Turning Simple Disciplines into Massive Success and Happiness, by Jeff Olson**
<https://amzn.to/2p201Gz>