LAUNCHING LADIES INTO SENIOR LEADERSHIP

SCCE CEI BERLIN
MARCH 13, 2019

Part 2: Negotiation, Networking and New Ideas
### NEGOTIATE IT!

<table>
<thead>
<tr>
<th>No Negotiation</th>
<th>Negotiated</th>
</tr>
</thead>
<tbody>
<tr>
<td>Offered $90,000</td>
<td>Offered $90,000</td>
</tr>
<tr>
<td>Accepted</td>
<td>Negotiated to $100,000</td>
</tr>
<tr>
<td>2% Annual Raise</td>
<td>2% Annual Raise</td>
</tr>
</tbody>
</table>

**After 10 Years?**

- **$109,709**
- **$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

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 shalt 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

Candidate: Alex
Schooling: Excellent
Prior Experience:
✓ 6 years in Compliance
✓ 3 years in Legal

Candidate: Alexa
Schooling: Excellent
Prior Experience:
✓ 6 years in Compliance
✓ 3 years in Legal

Also:
- 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
SPEAKING AND WRITING

I can’t find a topic!

- Latest Enforcement Action
- Trends You See in the Profession
- Case Studies of Your Own Experience
- New or Proposed Laws
- Best Practices You’ve Observed
- 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

OUT FOR GLORY
Nominate Yourself for Awards

SHE WHO CAN, TEACHES
College class
Law School class

GETTING IN THE GAME
Podcasts

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/2OenoIa
- 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