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Relations Institute**

**NEW YORK CHAPTER
2007-2008**

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**THE 2007-2008 PROFESSIONAL DEVELOPMENT
CAREER MANAGEMENT WORKSHOP SERIES**

ENVISION! ENLIGHTEN! EMPOWER YOURSELF!

FREE WORKSHOP THURSDAY, JANUARY 10th, 2008

Fearless Negotiation: Getting What You're Worth

Are you eager to improve your negotiation skills to get what you really want?

Negotiation is a critical skill, not just when you are negotiating in a formal situation but in informal situations as well. In fact, negotiation is, broadly defined, about communication in the workplace. People in the workplace who invest in themselves to enhance their negotiation skills are more successful.

Moreover, no matter how good you are at what you do, you can't expect that you'll get paid commensurately unless you proactively negotiate. Learn about how you may be getting in your own way as well as the practical steps you can take to get yourself positioned to negotiate what you're worth. The goal is to provide you with the resources - conceptual frameworks as well as practical skill sets - to succeed in the workplace. Some of the benefits derived from enhancing your negotiating skills are:

- better compensation package
- a higher salary
- a new position or job
- an improved working relationship with your boss
- better relationships with difficult co-workers or client
- flexibility in your schedule
- the resources you need to succeed

Please come join us for a complimentary Professional Development workshop.

[see below on page 2 to register]



About the Speaker: Carol Frohlinger, Esq. co-founder of Negotiating Women, Inc, and co-author of *Her Place at the Table: A Woman's Guide to Negotiating Five Key Challenges to Leadership Success*, is an expert on how negotiation can help women AND men to advance in business. With lots of practical advice, Carol will overview a framework you can use to negotiate compensation without fear!

For over a decade, Negotiating Women Inc. has coached, taught, and trained successful women across all segments of American business on negotiation and leadership skills. Whether you work for a company, own your own business or are just getting back to the business world after time away, Negotiating Women offers products and services

*Please come join us for a **complimentary Professional Development workshop.***

Two Ways to REGISTER NOW:

- (1) via email at sgori@mony.com and/or gorise@gmail.com
- (2) via telephone (212) 314-5839

Date: Thursday, January 10, 2008

Registration: 5:30-6pm

Program: 6pm-8pm

Place: AXA Financial, Inc.

1290 Avenue of the Americas, 7th floor

cross streets: 51st St and 52nd St.

Light hors d'oeuvres and drinks will be served.