BADGE Three:

Negotiating with Authenticity and Leverage

Strategies for Using Lived Experiences in Negotiations

Cynthia R. Mullins J.D., M.S., SHRM-CP. When women are informed, empowered and authentic when negotiating, they are masterful. This course is designed to take the mystery out of negotiating and provide women with tools and techniques to leverage their strengths and lived experiences for engaging in fearless negotiations.

3-hour LIVE Workshop Online / $125
Thursday March 16, 2023
4:00 pm (Pacific Time) / 7:00 pm (Eastern Time)
FOLLOW QR CODE TO LEARN MORE ABOUT ALL SEVEN WORKSHOPS

**Negotiating with Authenticity and Leverage**  
*Strategies for Using Lived Experiences in Negotiations*

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**Claim Your Space: Communicate with Power**

_Eliza VanCort._ Communication sits at the heart of professional success. Learn communication skills which will help you make a powerful and authentic impact and give you the professional leg up you need to optimize your success. The innovative tools taught in this workshop will help you optimize how you communicate with your words, voice, and physicality.

**3-hour LIVE Workshop Online / $125**  
Thursday April 20, 2023  
4:00 pm (Pacific Time) / 7:00 pm (Eastern Time)

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**Pitch Your Skills Like A Pro**

_Eliza VanCort._ No matter how accomplished you are, talking about your accomplishments, ideas, and goals in a compelling and authentic way can be challenging. This workshop will help you develop an elevator pitch which can be customized for any professional situation. It will also help you learn to control the narrative in conversation, so you walk away from any professional situation, whether it be an Interview or Q&A, confident you said your piece, and said it well.

**3-hour LIVE Workshop Online / $125**  
Thursday May 18, 2023  
4:00 pm (Pacific Time) / 7:00 pm (Eastern Time)

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**The Intentional Leader**  
*Harnessing the power of values, self-care, and inclusivity*

_Dr. Gina Vanegas._ This workshop will focus on how women and femme leaders can utilize their strengths and capabilities to ascend in their careers as they desire, centering their own needs, values, and self-care in a way that preserves their energy, power, and integrity as individuals.

**3-hour LIVE Workshop Online / $125**  
Thursday June 15, 2023  
4:00 pm (Pacific Time) / 7:00 pm (Eastern Time)

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**The Leadership Challenge - A Deeper Dive**

_Dr. Katya Armstead._ This workshop is an advanced version of The Leadership Challenge by going into a deeper dive from what was introduced during the Women in Leadership Program. The workshop will engage participants in exercises that explore and practice a set of behaviors that are proven to develop leadership skills which are measurable, learnable, and teachable.

**3-hour LIVE Workshop Online / $125**  
Thursday July 13, 2023  
4:00 pm (Pacific Time) / 7:00 pm (Eastern Time)

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**Strengths-Based Team Building & Supervision**

_Polly Chandler MAE._ This advanced strengths-finder workshop provides leaders with the tools they need to: 1) Deepen their self-awareness on strengths-based strategies for building a team, enhancing communication and collaboration, juggling multiple demands, navigating challenging conversations, and driving change. 2) Develop a leadership toolkit for developing a strengths-based team, supervising others based on their strengths, and monitoring energy and performance of in person, hybrid and virtual teams.

**3-hour LIVE Workshop Online / $125**  
Completed new date TBD Fall 2023  
4:00 pm (Pacific Time) / 7:00 pm (Eastern Time)

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**Laser Focused Recruiting with Intention**  
*Moving the Needle on Creating Inclusive Work Environments*

_Cynthia R. Mullins, J.D., M.S., SHRM-CP._ Recruitment campaigns designed with intention and authenticity move the needle on creating inclusive work environments that demonstrate an organization's moral imperative and reflect communities-at-large.

**3-hour LIVE Workshop Online / $125**  
Completed new date TBD Fall 2023  
4:00 pm (Pacific Time) / 7:00 pm (Eastern Time)