



# she negotiates.



## CUSTOM TRAINING

### For Smart Women Who Want Extraordinary Results

How well you negotiate is a matter of professional and personal development, skill building and practice in the collaborative art of conversation—conversation that leads to agreement. And women are good at that.

And yet women are 4 times less likely to negotiate than men. We say it's excruciating, like a root canal.

We are living in a time when skill in negotiation is critical to the success of our companies and organizations, and fundamental to the wellbeing of our families and communities, our country, and our world.

If your employment depends on the financial results you generate for your company; if your business growth relies on your ability to communicate the benefits of your services or products in a way that inspires your customers to reach for their pocketbooks; if your product or service can be had for a tenth of the price in another country, you need the training, practice and support provided by She Negotiates.

Let's get busy doing what we're good at.

## *{and changes everything}*

### CUSTOM ONSITE TRAININGS

From short 2-hour presentations to 3-day trainings and retreats, we focus our content on the unique culture and challenges of your organization. Hands-on and highly interactive, our training also includes follow-up options to cultivate competency and mastery.

### CUSTOM VIRTUAL TRAININGS

Save on travel and meeting costs with our six-week online learning and journaling platform. Includes weekly practicum calls for role plays and hypotheticals, coached journaling and social interaction with course participants.

### PRIVATE CONSULTING

The principals of She Negotiates bring a lifetime of experience and training to help you solve workplace issues, set fees and prices, design deals and business transactions, while also supporting your personal and professional development.



Victoria Pynchon, JD, LLM



Lisa Gates, CPCC

She Negotiates principals Victoria Pynchon and Lisa Gates bring a lifetime of solid business experience, humor and compassion to their hands-on, interactive training approach. As a lawyer, mediator and author, Victoria turns 25 years of commercial litigation into the collaborative possibilities of interest-based negotiation. As a certified professional coactive coach, Lisa blends a career in corporate, nonprofit and entrepreneurial worlds with the transformative tools of personal and professional development.

## {negotiate this}

### NEGOTIATION TRAINING OPTIONS

#### MASTERY: 3-DAY ONSITE INTENSIVE

- Advance prep consultation with principals to understand core needs and set goals.
- Advance prep consultation with key staff to understand core needs and set goals.
- 20 hours course work and role plays plus workbook.
- 3 months of weekly follow-up Master Class telecoaching sessions on advanced topics.
- 6 months of post-course private group journal coaching via She Negotiates University.
- Two post-training assessments conducted at 3 month mark and 6 month mark.

*"Best educational ROI I've had in years." Whitney Johnson, Rose Park Advisors*

#### ECONOMY: 2-DAY ONSITE INTENSIVE

- Advance prep consultation with principals to understand core needs and set goals.
- Advance prep consultation with key staff to understand core needs and set goals.
- 14 hours course work and roleplays plus workbook.
- One month of weekly follow-up Master Class telecoaching sessions on advanced topics.
- 3 months of post-course private group journal coaching via She Negotiates University.
- Post-training assessment conducted at 3 month mark.

*"I felt supported and experienced immediate results." Judy Martin, Worklife Nation*

#### SPECIAL TOPICS: 1-DAY ONSITE INTENSIVE

- Advance prep consultation with principals to understand core needs and set goals.
- Advance prep consultation with key staff to understand core needs and set goals.
- 8 hours training on special topics selected in advance: i.e., deal design, fee setting, business transactions.
- Post-training assessment conducted at 3 month mark.

*"Thanks for encouraging me to stand up for my bottom line and not be swayed by someone else's bottom line." Lori Lacey*

#### VIRTUAL MASTERY: 6-WEEK VIRTUAL INTENSIVE (UP TO 20 PARTICIPANTS)

- Advance prep consultation with principals to understand core needs and set goals.
- Advance prep consultation with key staff to understand core needs and set goals.
- Course content delivered via She Negotiates University learning and journaling community.
- Private group journal coaching and homework discussion in SNU community.
- 6 weekly telecoaching practicum sessions designed for maximum relevance to participants/business.
- 3 months of post-course private group journal coaching.
- Two post-training assessments conducted at 3 month mark and 6 month mark.
- Optional monthly Master Class telecoaching sessions on advanced topics.

*"Victoria and Lisa are an amazing team." Debra Healy, Mediator*

To schedule a training program for your group, organization or company, please email us at [info@shenegotiates.com](mailto:info@shenegotiates.com).

