Host an AAUW Salary Negotiation Workshop

You can empower women with the skills and confidence they need to negotiate their salaries.

Participants will learn

- To articulate their value and benchmark their target salary
- The long-term consequences of the gender pay gap
- To negotiate for what they’re worth

“This honestly was the best workshop for me to plan for my future career.”
—AAUW Start Smart attendee

Learn more! salary.aauw.org | salary@aauw.org
Why negotiation?
• Empowering women to ask for what they’re worth is one factor in closing the gender wage gap.
• A fair salary for women means better financial security and a higher quality of life for them and their families.

What will participants do in every two-hour workshop?
• Learn about the wage gap, including its long-term consequences
• Benchmark a target salary and benefits using market research
• Develop an arsenal of persuasive responses to use when negotiating
• Build confidence in their negotiation style through facilitated discussion and role-play

What does it cost?

<table>
<thead>
<tr>
<th>AAUW Start Smart</th>
<th>AAUW Work Smart</th>
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<tbody>
<tr>
<td>First-time, single workshop</td>
<td>First-time, single workshop</td>
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<tr>
<td>$650 ($550*)</td>
<td>$1,000 ($850*)</td>
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<tr>
<td>Subsequent single workshop</td>
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<td>$350 ($300*)</td>
<td>$850 ($750*)</td>
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<tr>
<td>Three-year license, unlimited workshops</td>
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<td>$1,750 ($1,500*)</td>
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(*AAUW C/U member discount)                           (*AAUW branch and YWTF chapter discount)

For more information, visit salary.aauw.org or e-mail salary@aauw.org.