



November/December 2018 Newsletter Update

Thank you to Schenck for hosting the October 30, 2018 FEI Diversity event presented by Women's Leadership Coaching!



Webinar Summary

The featured topic was The Art of the Ask – How to Negotiate Like a Boss with Selena Rezvani, Vice President of Consulting and Research - Be Leaderly and Jo Miller, CEO – Be Leaderly.

60% of a woman's career success hinges on her "pushback skills" according to c-level executives.

If you never hear no, you're not asking for enough.

Essential Elements of Becoming a Fierce Negotiator:

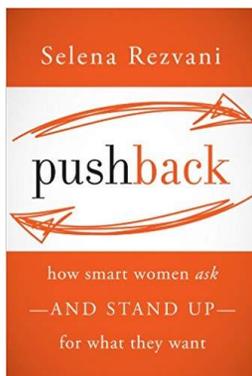
1. Chart your Options
2. Style your Pitch
3. Embody Success
4. De-Risk It
5. Use Strategic Silence and Questioning
6. Undress Objections

Style your Pitch with GPS:

- G = Goals, personal short-term and long-term business objectives
- P = Passions, business and personal causes you care deeply about
- S = Struggles, obstacles or commitments holding them back

To view the presentation materials please use this link: <https://feinew.org/page-8689/6882603>

*Recommended Reading Selections



Pushback: How Smart Women Ask and Stand Up
Author: Selena Rezvani

In *Pushback*, top leadership consultant Selena Rezvani argues that self-advocacy is critical to success. Yet women initiate negotiations four times less often than men, resulting in getting less of what they want—promotion opportunities, plum assignments, and higher pay. This book shines a light on the real rules of holding your own and pushing back for what is rightfully yours. Drawing on interviews with high-level leaders, Rezvani offers readers in the first half of their career the unedited truth about how women have asked their way to the top and triumphed—and how you can too.

[Click here](#) to read the complete book summary and review all purchase options.

*Additional articles are available with our webinar subscription to Women's Leadership Coaching:
<http://www.beleaderly.com>

Upcoming Diversity Group Events

1. **Tuesday, December 4, 2018 | 7 Steps to Becoming a Thought Leader | 11:45 AM – 1:15 PM**
Women's Leadership Coaching Webinar | Hosted by Wipfli
2901 E. Enterprise Ave. | Suite 500 | Appleton | WI | 54913

Summary

Thought leaders are not just executives any more. You can become one too. In this webinar, learn how to identify your niche, express your expertise in ways that fit your personal style, and become a sought-after expert. You'll walk away with a practical plan to share your passion and build your personal brand at the same time. [Click here](#) to register!

Guest Speakers: Christoph Trappe, Chief Content Engagement Director, Stamats Business Media, author of *Get Real: Telling Authentic Stories for Long-term Success* and Serpil Bayraktar, Distinguished Engineer, Cisco.

2. **Tuesday, February 26, 2019 | Ready to Stretch? | 11:45 AM – 1:15 PM**
Women's Leadership Coaching Webinar | Hosted by Godfrey & Kahn
100 West Lawrence Street | Appleton | WI | 54911

Summary

When faced with an opportunity to take on a stretch assignment, new role, or promotion, what's your reaction? Be Leaderly surveyed more than 1,100 professionals to find out what it takes to say "yes" with confidence. In this webinar, learn what we discovered - and how you can prepare to step up to your next big career opportunity. [Click here](#) to register!

Guest Speaker(s): To be announced.

What is the FEI Diversity Group?

FEI National continues to encourage local chapters to focus on diversity within our membership. Women executives face a unique set of challenges in balancing their careers and personal lives. This special interest group is focused on exploiting the talents of individuals and creating opportunities to improve personally and professionally. As a result, we hope to increase membership engagement in our chapter and create additional ways for our female members to find value in the FEI experience.

Diversity Group events are open to the following individuals:

- Members of FEI NE Wisconsin Chapter
- Managers and executives within an FEI Member's Company
- Representatives of our strategic partner companies
- Prospective chapter members
- Guests of any of the above
- **While some event topics are geared toward women, men are welcome and encouraged to attend and participate**



Jill Bean
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