3 Ways to Unleash Your Potential

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SPEAKER • COACH • AUTHOR

NegotiationUnleashed.com
Something to Ponder

If women are,
- 51% of the population
- Comprise 30% of the lawyers in the legal field (source: LawCrossing.com survey)

Why do women make up,
- Fewer than 18% of judges in the appellate court
- Only 2 Supreme Court judges
- Less than 40 chief counsels in Fortune 500

One potential reason:
- Women are more likely than men to say they are uncomfortable negotiating salary (31% versus 23%)
- Others????

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Something to Consider

It is up to us!

“I can do that and I should be allowed to do that!”

Glenn Close
2019 Golden Globe Best Actor
The Non-Prepared Syndrome

All I hear is a NO to my request!

“Give me 6 hours to chop down a tree and I will spend the first 4 hours sharpening my axe”

President Abraham Lincoln

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3 Ways to Unleash Your Potential

1. Vision Path Statement
2. Networking
3. Advocating for Self

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#1: Creating Your Vision Path Statement
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BY THE (identify specific timeframe),

I WILL BE (what exactly will you be negotiating for? What do you want?),

ALLOWING ME TO (by reaching your goal, what will allow you to do from a family and career standpoint?),

WHILE I ENJOY (by reaching your goal, what will allow you to enjoy personally?).
#1: Creating Your Vision Path Statement

BY THE end of 2020,

I WILL BE negotiating a promotion to be on partner track at my current law firm,

ALLOWING ME TO grow my leadership skills and increase my savings with the higher compensation,

WHILE I ENJOY attending my children’s extracurricular activities and going on a couple leisure trips a year with girlfriends and/or family.
#2: Networking

Important Facts to Consider:

- **58% of recruitment** comes from social and professional networks
- **Jobs & opportunities** come from places beyond job boards
- **Most successful attorneys** are great at networking
Most Important Tip for Growing Your Network

Divide your Networks into 3 Categories:

- **Strategic**: help you stay on top of trends
- **Operational**: help you get the job done
- **Developmental**: help you grow and develop

“Networking beyond your immediate social tiers is something that is necessary for you to be successful when and if you are ever seeking a position/opportunity.”

Harrison Barnes, Attorney, Barnes Law Firm
#2: Networking ~ Let’s Practice

Sample questions for networking:

- What clients/projects you are working on that excite you?
- How did you get started in the legal field?
- How would you describe your professional journey?
- What would you recommend for me to focus on first?

Let’s Do This!
#2: Networking (in-person)

The 5 3 1 Approach

Networking Gone Bad!
#2: Networking (digital world)

1. Photo
2. Vanity URL
3. Headline
4. Connect
5. Recommendations
#3: Advocating for Self

Unleash Your Potential

Advocate for Yourself

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What is Self Advocacy?

Self-Advocacy has 6 parts!

1. Learning how to **speak up** for yourself,
2. Making your **own decisions** about your own life,
3. Learning how to **get information** so that you can understand things that are of interest to you,
4. Finding out who will **support you** in your journey,
5. Knowing your **rights and responsibilities**, 
6. Always **improving** in:
   • problem solving,
   • listening and learning,
   • reaching out to others when you need help and friendship,
   • learning about self-determination.
#3: Advocating for Self Pledge

How would you answer?
My self advocacy begins with ____________________, so I __________________

Sample answer:
*My self advocacy begins with me asking to be considered for partner track no matter my personal responsibilities, so I can continue developing in my field and have a happy life.*

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Unleash Your Potential

ADVOCATE FOR YOURSELF

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What’s Next?

Start small.
Do what you can do, and add on to that.
Start working on your:

- VPS
- Networking Strategy
- Self Advocacy Pledge

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Visit my website to sign up for Unleashables: bite-sized coaching packages designed for immediate results.

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