

\$START \$SMART Salary Negotiation Facilitator Workshop

By *Celina Torres Fennel*
AAUW Texas Program Vice President

Negotiating salary is a challenge for most women at all stages of their careers since women are less likely than men to ask for what they want. To empower young women starting their careers to avoid gender gap AAUW is collaborating with the **WAGE Project** to present **\$START \$SMART Salary Negotiation Workshops** to women students on college campuses.

According to Kate C. Farrar, Director of AAUW Leadership Programs, "To achieve this we need AAUW members to help promote and conduct these **\$START \$SMART Salary Negotiation Workshops.**"

AAUW Texas will provide you this opportunity to train as a facilitator in conjunction with the AAUW Texas 44th Biennial Convention April 23-25, 2010 in Houston.

Annie Houle, National Director of the Campus and Community Initiatives: the WAGE Project, will conduct a pre-convention workshop on **\$START \$SMART Salary Negotiation Workshops** on Friday, April 23 from 1:30 p.m. to 4:30 p.m. Participants will receive a training guide including a PowerPoint facilitator training guide, coaching and mentoring before and after the workshop by phone, tips and the instructor's evaluation.

To take advantage of this opportunity, **select the Pre-Convention workshop, which is included on the Registration Form. The cost of the workshop is \$50 per attendee.**

The members of the AAUW Texas Board of Directors are excited to provide you this workshop to Open Opportunities for Women.

Annie Houle is the National Director of Campus and Community Initiatives for the WAGE Project. She helped develop and facilitate WAGE's Smart Workshops and has delivered Start Smart Campus workshops and Return Smart Workshops across the country.



Annie Houle

She has trained over 300 facilitators to assist in the delivery of WAGE's Smart workshops, and has coordinated workshops and facilitator trainings in the fall of 2009 and into the winter/spring of 2010. She assumed this position after starting the WAGE initiative in Maine called WAGE ProjectME.

Annie has served as board chair for the Portland YWCA, the New England Regional Board and the National YWCA Advocacy Board. Prior to taking her position with the WAGE Project, she was Project Director of a Red Cross based AmeriCorps/VISTA disaster action team serving the state of Maine.

She grew up in Ohio, and moved to Portland, Maine in 1998. Annie is one of three daughters, the mother of four daughters, has six grandchildren, and four are girls! Her work with women and girls through her profession, volunteer work and family make her a passionate advocate for women's rights and gender equality.

Show Us Your PEARLS!

"Show us your shoes," is a cry often heard by San Antonio's Fiesta queens during parades, while at Mardi Gras it's something else quite different!

At our AAUW Texas Convention in April it will be something much more dignified: **"Show Us Your PEARLS!"**

A PEARL is always more beautiful when it's displayed and that's what we're offering branches at this year's State Convention. As part of our emphasis on the PEARL program and it's embodiment of AAUW's Goals, Mission and Values, each branch may submit one 22" X 28" poster board portraying their PEARL efforts.

The standard sized poster boards will be displayed at the Friday night, April 23, 2010, Welcoming Reception in the Rose Garden Room.

Much as we'd love to display tri-fold boards, our space is limited so submissions **MUST** be limited to ONE single board only. Please send your intent to display to Kathy Anthon at kathy@anthons.com.

Sign-up for the displays and join Texas AAUW's **String of PEARLS.**



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