

CAROL FROHLINGER, JD



Carol coined the term, “The Tiara Syndrome” - cited by Sheryl Sandberg in her NY Times best-selling blockbuster, *Lean In*.

Women who suffer from The Tiara Syndrome have the following symptoms: They keep their heads down, deliver excellent work and hope that the right people notice — and place a tiara on their heads!

Hope is not a strategy!

Carol is the woman other women turn to when they want practical advice about how to negotiate authentically to achieve their maximum professional and personal potential. Carol’s research and hands-on experience cuts years off the learning curve.

Carol’s keynote programs and breakout sessions are interactive, inspiring and empowering. Participants walk away with techniques they can use immediately.

Effective negotiation skills are a prerequisite to “leaning in”.

“You’ve got to negotiate in a way that is both personally authentic and culturally compatible.”

-Carol Frohlinger

KEYNOTE & BREAKOUT SESSION TOPICS

Her Place at the Table: Negotiating What Matters

Women are excellent negotiators, for other people. Research shows that women are not as good at negotiating for themselves. Yet, to be successful, women must be their own advocates! Increase your negotiation leverage with practical tips and techniques that actually work.

Key Take-Aways:

- 1 Avoid “The Tiara Syndrome” — it damages careers!
- 2 Put the brakes on “drive-by” negotiations
- 3 Negotiate vs. Hope: Don’t just “hope” you’ll get what you want & deserve, negotiate to make it happen

Nice Girls Just Don't Get It: Negotiating The Life You Want

Raised to be “nice” (smile, don’t brag, don’t talk about money), many women allow themselves to be held hostage to everyone else’s needs, ignoring their own. Avoid “nice girl” traps by applying negotiation principles to win (nicely!) the respect you deserve, the success you’ve earned and the life you want.

Key Take-Aways:

- 1 Examine your choices and identify your non-negotiables
- 2 Learn 7 powerful strategies that work
- 3 Establish boundaries and manage expectations

Inspiration for Negotiation Success

What woman doesn’t want to know the keys to a successful negotiation? Ever argue with a child about what to wear to school? Ever have to present the “case” to your boss? Take whatever negotiation success you’ve had in your life to negotiating nirvana!

Key Take-Aways:

- 1 Explore the difference between “Big N” and “little n” negotiations
- 2 “Get out of your own way” to achieve negotiation success
- 3 Identify negotiation techniques that are comfortable for you

Rave Reviews From Past Clients

"Carol is an insanely superb speaker and consultant with creative and effective ideas for women in business and in life. Her expertise is demonstrated in her meticulous work product. We engaged her to speak to the members of my women lawyers' organization, and we had the best attendance yet. If you hire Carol, she'll make you shine."

-Evelyn Storch, Women's Advocate Committee,
American Bar Association

"Carol, I wanted to let you know the feedback on the session you did has been terrific. The group found the content very relevant and applicable to their jobs and you're both credible & energizing. We look forward to working with you again."

-Christina Vergara Andrews,
Vice President, Women in
Cable Telecommunications



"Carol's speech proved to be just the 'grand finale' I was looking for. She is a terrific presenter, who can convince even the most reluctant participant or audience member that they can negotiate with the best of them."

-Tammy Scholtes, Program
Development Manager,
SourceMedia Conferences & Events



"Thanks again for your time and work for our Women Sales Leaders Conference. We received so many great comments – many of the attendees are discovering how to 'get out of their own way'. Thank you so much! We truly appreciate it."

-Karrie Schachtner,
The Principal Financial Group



ABOUT CAROL FROHLINGER, JD

Carol Frohlinger, JD, is the woman other women turn to when they need help navigating sticky life situations. An internationally recognized speaker, Carol combines humor and practical advice to inspire women to negotiate more confidently and competently in all aspects of their lives.

Co-author of *Her Place at the Table* and *Nice Girls Just Don't Get It*, Carol draws on her research as well as her experience as a practicing attorney to demystify negotiation and enable women to get to "yes" with less stress.

She also co-founded Negotiating Women, Inc. , an advisory firm committed to helping organizations advance women into leadership positions.

Carol has appeared on *The Today Show* among other TV shows. Her advice has been featured by NPR, Martha Stewart Living Radio, *The New York Times* and more.



Negotiating Women, Inc.
Training. Consulting. Advancing Women.