



she negotiates.



custom training

We teach collaborative, mutual-benefit negotiation—recognized as the most effective and satisfying bargaining process today. To address the unique challenges of women, we nest our interactive training in the cultural context we're living and working in today, along with practical roleplays addressing your real-world negotiation challenges.

Our goal is to empower you to produce results repeatedly in all areas of your work and life.

what you get

- Investigate and recalibrate the real market value of your salaries, fees and bonuses, and eliminate your wage gap immediately.
- Learn the vocabulary and process of negotiation so you can repeat it reliably and successfully in any bargaining conversation.
- Learn how to recognize and deploy competitive tactics when necessary, and discover a negotiating style that's compatible with who you are—so you can quickly ease into conversations that lead to agreement.
- Understand the link between negotiation and conflict and learn how to move past "no" and resistance.
- Generate more money, freedom and peace of mind by gaining control of your life.

{ask. lead. succeed.}

"Best educational ROI I've had in years."

Whitney Johnson
Rose Park Advisors

"As a result of the training this year's net income is already more than my gross for all of last year."

Linda Gryczan
Mediator

"You gave me the courage to master my market value, resulting in an immediate return. The course paid for itself in the first week."

Judy Martin
Worklife Nation

She Negotiates principals Victoria Pynchon and Lisa Gates bring a lifetime of solid business experience, humor and compassion to their hands-on, interactive training approach. As a lawyer, mediator and author, Victoria turns 25 years of commercial litigation into the collaborative possibilities of interest-based negotiation. As a certified professional coach, Lisa blends a career in the arts, business and entrepreneurial worlds with the transformative tools of personal and professional development.



Victoria Pynchon, JD, LLM



Lisa Gates, CPCC

{negotiate this...}

ONSITE TRAINING FOR ORGANIZATIONS

- Up to 40 participants
- One, two or three day options.
- Advance prep consultation with principals and key staff to understand core needs and set goals.
- Up to 20 hours course work and role plays plus workbook.
- Post-training assessments conducted at 3 and 6 month mark.
- Optional follow-up master class group calls or private sessions.

4-WEEK VIRTUAL CLASSROOM

- Up to 25 participants
- Advance prep consultation to define core needs and set goals.
- Coursework delivered incrementally over 4 weeks.
- Weekly group practicum calls for roleplays.
- Private virtual classroom for homework, feedback and coaching.
- Optional follow-up master class sessions on advanced topics.
- Post-training assessment conducted at completion of course.

PRIVATE CONSULTING & COACHING

The principals of She Negotiates offer private intensives to help you create a personalized strategic plan for accomplishing your business goals. Includes benchmarking your value, crafting and sequencing your ask, turning objections into benefits, and roleplaying to develop mastery and confidence.

victoria pynchon, esq.
victoria@shenegotiates.com

lisa gates, cpcc
lisa@shenegotiates.com

{build it and we will come to you...}

If you belong to a women's organization or networking group, or simply want to gather a select group of women who want to grow your businesses and careers, build it and we'll come to you. Get in touch and we'll set a date, agree on a mutually beneficial rate, and customize the training according to your needs.