

\$tart \$mart Workshops, November 2011

\$tart \$mart facilitator training workshops are coming to Southern California in November.

\$tart \$mart is one of our Financial Literacy mission based programs which aims to shrink the gender wage gap. The \$tart \$mart workshop empowers college women who are entering the job market, and provides for them the knowledge and skills to negotiate salaries and benefits so that they receive fair and realistic compensation. Studies indicate that in the United States, a young woman makes only 77 cents for every dollar earned by a young man with similar skills. On average, this means not only the loss of \$600K to \$2 million in wages but also losses in 401K, social security and pensions which are all based on her earnings.

The \$tart \$mart campus initiative covers the following topics in a three-hour workshop:

- The personal consequences of the gender wage gap throughout one's lifetime
- A target salary for the specific job a student is pursuing
- The basics of salary negotiation, including tone, tips and tactics, the sequence of salary negotiation, and practice through role-play exercises
- A bottom-line salary based on a "bare bones" budget to pay rent, buy groceries, repay student loans, and cover other basic expenses

We have invited Annie Houle, who is a WAGE trainer, to do four training workshops to train college students in salary negotiation skills and to train our members to become facilitators. She will be leading training workshops in Southern California this semester. The workshops train members to become facilitators for future \$tart \$mart workshops and train college students to negotiate their first paycheck to avoid gender wage gap.

For students, the workshop is **FREE**. Each AAUW member who is planning to conduct the training workshops or become facilitators in the future pays \$50 in fees for the workshop, material cost and certificate.

After six months of effort working with WAGE, universities, AAUW branches and members to arrange these workshops, we are glad to present four training workshops for our members who would like to become facilitators as well as train students. The following are the dates, days, time and location. Please make your reservations as soon as possible as it is first come first serve.

Date	Days	Time	Location
Nov. 10, 2011	Thursday	12.00-5.00P.M.	Cal. State University, San Marcos
Nov. 12, 2011	Saturday	09.00-3.00P.M.	Cal. State University, Channel Island
Nov. 14, 2011	Monday	09.00-3.00P.M.	University of California, Irvine
Nov. 16, 2011	Wednesday	09.00-3.00 P.M.	University of California, Riverside

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