

\$tart \$mart WAGE Project Workshops

The St. Lawrence County Branch was instrumental in bringing to the area WAGE Project trainer Annie Houle in March 2010. She conducted a series of four \$tart \$mart workshops that trained students at all four area campuses and trained their community partners to lead workshops as part of an ongoing effort to empower young women to negotiate fair and realistic salaries and benefits upon graduation.

This year, the branch is following up with two additional workshops, using local facilitator's trained at the previous sessions. On April 7 from 4-7:30 pm at SUNY Potsdam, the St. Lawrence County Branch, American Association of University Women (AAUW), the Women and Gender Studies Program (WGS), and Career Planning at SUNY Potsdam, and the Associated Colleges will hold a \$tart \$mart salary negotiations workshops for area college students.

The 3-hour workshop will cover topics such as the gender earnings gap and strategies and techniques in negotiation, including how to estimate how much salary individuals should earn, given their qualifications and locations.

AAUW member Dr. Mary Graham, Clarkson University, will hold a \$tart \$mart workshop at North Country Community College on April 14 in Saranac Lake. NCCC is the site of the High Peaks Satellite of the Branch that we are encouraging to develop into a stand-alone AAUW branch. As a 2-year community college, the NCCC students will benefit from the training immensely.

Since 2009, AAUW and the WAGE Projects partnered to ensure that women graduating from college start their careers knowing how to negotiate for fair and equal pay. The branch is expanding the reach of the initial trainings into outlying areas of our district and to additional students.

These events are particularly needed in our area of the state, since it is in an economically depressed area and the wage gap here are even greater than in other areas. Empowering women of all ages to gain greater economic security is a primary AAUW goal. And out-reaching to places without a strong AAUW presence is vital to grow the organization.

Because these events have not yet taken place, we do not have any PR to attach. When we do, we will supplement this application with copies.

Women's History Month Event

It's Harder to Catch Up When You Start From Behind.



The **\$tart \$mart Negotiation Workshop** will provide you with the knowledge and skills to prepare you for negotiating your professional salary and benefit package.

Don't settle for less.

When: Thursday April 7th @ 4:00- 7:30 pm.

Where: MPR SUNY Potsdam Union Building second floor.

Who: Undergraduates from the Associated Colleges
Register soon: Space is limited.

Sign-Ups: Career Planning marshbs@potsteam.edu, or **Women's and Gender Studies** bonnerri@potsteam.edu or or contact Dr. Trevizan trevizll@potsteam.edu

