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## You're Invited!

### Upcoming Events

#### August - NEWSLETTER!

Watch your email for our next chapter newsletter.

#### September

Lunch and Learn

"Strategic Partnerships"

More details coming soon!

September 15, 2011

11:30AM - 1:30PM

### Annual Sponsors

#### DIAMOND LEVEL



Dear Maia,

**WIFS Portland Metro is proud to present  
Dr. Melanie Billings-Yun.**

**International consultant and trainer on negotiation, influencing,  
leadership, and consensus-building.**

One of the main reasons professional women have difficulties earning as much or advancing as far as our male colleagues is because we ask for less. Not only do we tend to place lower value on our skills than men do, but we show a greater fear of confrontation or of coming across as "pushy" or "aggressive," violating social expectations of "proper feminine behavior." Yet, being feminine need not mean being weak. Effective negotiation is not about brute force or aggression. Rather it's about creativity, legitimacy, empathy, and understanding value--beginning with your own.

A native of Portland, Oregon, Melanie has lived in London, Paris, Bangkok, Hong Kong, Seoul, Indonesia and Singapore and has worked throughout Asia, Europe, and the Middle East. Throughout her career she has promoted the educational and professional advancement of women: from heading the Women's Institute on Continuing Education in Paris to founding and chairing the Professional Women's Committee of the American Chamber of Commerce in Korea. She speaks to women's groups around the world

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on leadership, influencing and "Negotiating Your Way Through the Glass Ceiling."

Her website and blog are at [www.beyond-dealmaking.com](http://www.beyond-dealmaking.com)

## "Negotiating for Women: Why We Are Afraid to Ask & How We Can Overcome That Fear"

**DATE:** Thursday, July 21, 2011

**TIME:** 11:30am - 1:30pm

**LOCATION:** Portland City Gril, US Bank Tower - 30th Floor, 111 SW 5th Ave

**INCLUDES:** Plated lunch & gratuity, Educational Seminar, Networking and 2.5 hours validated parking (if parked in restaurant lot)

**COST:** Members \$20, Non-Members \$35, First-Time Non-Members \$25

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Lunch and Learn **(Choose from list)**

Member \$20.00

Menu Options - **REQUIRED**

Chicken

Non-members: Who invited you?

Attendee(s) Name(s) - **REQUIRED**

**Pay Now**

Sincerely,

Maia Chase, WIFS Portland Metro Secretary

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