

# Victorian Women Lawyers

## 'Know Your Worth'... how to negotiate a pay rise!



### What is your real value to your firm?

**This seminar aims to provide you with the knowledge and tools necessary to prepare for your performance and pay review and to undertake that exercise with confidence!**

Aimed at **junior lawyers up to Senior Associate level**, you will leave understanding:

- the pay and review cycle;
- how to determine your real value in the market;
- your non-billable contributions to the firm and value-add services to clients;
- the importance of acquiring business development skills;
- how to prepare for your performance and pay review;
- how to discuss salary with confidence.

Presented by Sean Bate, Director of Sigma Executive. Sean specialises in executive search and advertised selection for the legal profession. Over the past 18 years Sean has developed a strong international career within the recruitment industry holding senior positions in Melbourne and the UK with two of the world's leading recruitment organisations. He is an experienced consultant who regularly provides advice to firms and organisations in relation to remuneration and retention and development of talent.

**Date & Time:** Tuesday 15 May 2012 5:45pm to 7:00pm  
**Venue:** Leo Cussen, 360 Little Bourke Street, Melbourne  
**Cost:** Members – free, Non-Members - \$25  
**RSVP:** 1 May 2012

**Please complete and return the slip below together with your payment (if applicable) by 1 May 2012.**

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Upon payment of fee this form constitutes a Tax Invoice. Please retain a copy for your records. Victorian Women Lawyers ABN 32 198 567 354. Please return to The Administrator, Victorian Women Lawyers, Law Institute of Victoria, GPO Box 263C, Melbourne 3001 or email [mlwhyte72@gmail.com](mailto:mlwhyte72@gmail.com)

### Victorian Women Lawyers – “Know Your Worth” 15 May 2012

Name: \_\_\_\_\_ Member / Non-member (please circle)

Firm / Employer: \_\_\_\_\_

Email: \_\_\_\_\_

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