NEGOTIATING WORK PERKS THAT MATTER

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ABA Career Center and
Center for Professional Development
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This publication accompanies the audio program entitled “Negotiating Work Perks That Matter” broadcast on August 14, 2015 (Event code: CE1508CAS).
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1. Presentation Slides

# Online Resource

**21 Employee Perks That Attract The Best Talent**  
Negotiating Work Perks That Matter

August 14, 2015 | 1:00 pm Eastern

Moderator Bio

Kathy Morris has been the moderator of the American Bar Association’s monthly Career Advice Series over the past two years. A former criminal defense attorney, she has taught law, pioneered professional development initiatives in law firms, and in 2000, launched the original Career Resource Center of the ABA. She counsels law students, lawyers, law schools, and law firms through her longstanding practice Under Advisement, Ltd., www.underadvisement.com. She received her JD from Northeastern in Boston in 1975 and her BA in 1971 from the University of Michigan.

Kathy is the Board Chair of the new initiative called the ABA Legal Career Central, through which the ABA will be known as the go-to resource for legal career information and inspiration. Board members will host and moderate the monthly career webinars, going forward.
Visit the ABA Career Center Job Board Website to:

• **Search and apply** for more than 450 high-quality legal jobs nationwide
• **Upload your resume** for review by hundreds of potential employers
• **Receive email alerts** when new jobs are posted that meet your search criteria
• **Or post a job** if you have an open position to fill

www.ambar.org/careers

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**Faculty Bios**

**Timm Whitney** is the Chief Legal Personnel Officer at Covington & Burling in Washington, DC. He previously held significant administrative roles at White & Case and other NY firms, and directed global mobility and Northeast Region recruiting for McKinsey & Co. Timm graduated from the University of Pennsylvania and earned his MBA in Management from NYU’s Stern School of Business.

**Judy Slovin** worked as a litigator and practice group administrator at Mintz Levin in Boston before directing professional development for Choate, Hall & Stewart and Highfields Capital Management. Judy has now taken on a new role as Director of Alumni Relations at Ropes and Gray. She graduated from the University of Pennsylvania, where she also received her law degree, cum laude.
Program Agenda

• Top Issues
• Tips on the Topic
• Participant Questions
• Agree/Disagree
• More Participant Questions
• Takeaways
• ABA Resources

Top Issues

• Choosing Your Timing
  • Understanding The Market
    • Knowing Your Options
      • Negotiating Wisely
Tips on the Topic

• Always stay in the flow.
• Have a Plan B.
• Don’t sound tone deaf.
• Trust and verify advice.

Audience Questions?

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Agree/Disagree

You can never get too creative with the benefits you seek.

Agree/Disagree

It doesn’t hurt to ask....

Takeaways

- Expand your comfort level for negotiating on your own behalf.
- Revisit the subject as things change.
- Think about trade-offs as well as what you can get.
- Avoid being reactive as to the result.

Negotiating Work Perks That Matter

Upcoming LCC Second-Friday Career Programs

The Do’s and Don’ts of Job Search
Friday, September 11, 1 p.m. ET

Speaking Your Clients’ Language
Friday, October 9, 1 p.m. ET

Networking Your Way to Success
Friday, November 13, 1 p.m. ET

Enhancing Your Online Presence
Friday, December 11, 1 p.m. ET
Chair: Kathy Morris, Chicago and NYC
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