

Workshops

See our website to learn more about the other workshops we offer.

By: The Thoughtful Co. 

"It was really educational and provoked meaningful conversations."
- Workshop attendee

"It was fantastic and eye opening!"
- Workshop attendee

"The session was excellent and the feedback from our community was very positive with many benefiting from the interactive approach. The content was rich and informative and provided exceptional value to attendees."
- Workshop host organization

Powerfully Negotiating Your Value (60 minutes)

This workshop will help you frame your compensation ask. We walk through our compensation negotiation template that helps our clients achieve a +25% increase in their compensation package on average, and practice using it with other attendees. This workshop is led by Jillian Climie, who has spent her career in executive compensation, and Sophie Warwick, who specializes in developing in-house gender equity policies and chairing Employee Resource Groups.

Key takeaways include:

- What elements should, and should not be brought up during a negotiation.
- A powerful "script" to help guide you in all future negotiations.
- Understanding how to articulate your unique strengths.
- How to effectively prepare before a negotiation.
- How women can combat the bias they face in negotiations.

Format: we offer both virtual and in-person workshops. Contact us today to learn more about our fees.

Jillian Climie (she/her)

Jillian Climie, Co-Founder of The Thoughtful Co, has spent her career advising and leading teams in executive compensation and corporate governance, both as a consultant, and in-house at two global retailers. Most recently at Lululemon, she led the global equity compensation and executive compensation programs. After taking a pause, she realized she wanted more of three things in her professional life: thoroughness, passion and freedom. She Co-Founded The Thoughtful Co so she can leverage her niche and technical experience, coupled with her passion for gender equity, to empower women to get paid what they deserve.



Sophie Warwick (she/her)

Sophie Warwick, Co-Founder of the Thoughtful Co, specializes in developing in-house gender equity policies and chairing Employee Resource Groups and advocacy groups. She uses her data analysis expertise from her engineering background to define targets and track growth and retention. In 2018, she Co-Founded Women in Consulting Engineering (WCE), a non-profit organization with over 500 members and monthly events to support and empower women in engineering. She co-founded The Thoughtful Co so she could build more gender inclusive workplaces and build representation of women at senior levels in all industries.