



ASSOCIATION FOR WOMEN IN SCIENCE

*Los Angeles / Ventura County*

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### Check out the news from AWIS National!

The AWIS Washington Wire is a national newsletter available electronically for AWIS members. You can get the newsletter delivered to your inbox, or you can access it by logging into the National website, [www.awis.org](http://www.awis.org) and looking under "Resources." Washington Wire has articles about career development, members, and lists upcoming events at all chapters across the country. The current issue includes information about funding opportunities and available jobs. If you haven't yet joined AWIS, be sure to do so and take advantage of all the resources offered! ♦

#### Inside this issue...

- 1 AWIS National News
- 2 Congrats! Column
- 3 Negotiation Seminar notes
- 4 Networking and social
- 5 Upcoming events
- 6 Financial Seminar notes

### Upcoming Events for the LA/Ventura County Chapter of AWIS

Coming this fall:

#### **STRETCH YOUR WAY TO DAILY STRESS MANAGEMENT**

Thursday, October 7, 2010, 6:30pm, UCLA  
Presented by Diana Bartlett of Keck Graduate Institute

#### **BIOFUELS: SCIENCE AND CAREER PANEL DISCUSSION**

Be sure to check our webpage, [www.awislavc.org](http://www.awislavc.org) regularly for updates to our events calendar, both professional and social! Dates, places, and times will be posted for all our upcoming events as the details become available.

#### Membership

If you are interested in joining the national AWIS organization or the LA/Ventura Chapter you can join online at: [www.awis.org](http://www.awis.org).

Dues are \$65 for AWIS Nat'l and \$20 for the LA/Ventura chapter. Student dues for the local chapter have been *reduced to* \$10. Please be sure to indicate which local chapter you are joining as a percentage of the national dues will be awarded to the chapter. ♦

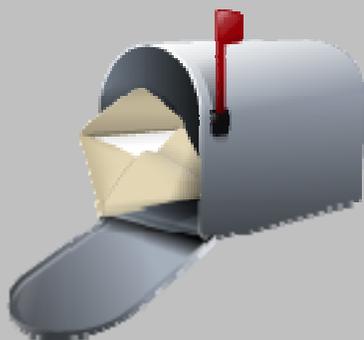
# LA/VC AWIS Congrats! Column

Dear AWIS Members,

This forum is a way for us to recognize the achievements of our members, and give them the hurrahs they have earned. We are very proud of our amazing members, and want to promote their hard work. This also helps demonstrate how we achieve our mission to: support women at all stages of their careers, promote a collegial environment where women feel confident to share their experiences, and cultivate the next generation of women in science to be confident and ready to pursue their full potential.

Please email us at [webadmin@awislavc.org](mailto:webadmin@awislavc.org) with the name of the person you want to recognize, how long they have been a member, their achievement and where they are from. In the subject line indicate "AWIS Congrats Column". We look forward to hearing about your latest accomplishments!

The AWIS Congrats Column is now taking submissions...want to recognize yourself or another LA/VC AWIS Member? Just click below to send an email to:  
[webadmin@awislavc.org](mailto:webadmin@awislavc.org)



## AWIS Member Spotlight

The AWIS Member Spotlight will be a recurring feature in our quarterly newsletter.

If you know a member who you would like to see featured, please let us know! If you are a member and would like to be featured, please contact us at [awis-laventura-county@googlegroups.com](mailto:awis-laventura-county@googlegroups.com) ♦

## Congrats!

### **Grace Jiang, Ph.D.**

Current AWIS LA/VC Vice-President  
Recently promoted to Senior Scientist at Amgen

### **Sophia Tsai, Ph.D.**

AWIS member since 2008, but involved with AWIS since 2006

Awarded a post-doctoral position at UCLA, beginning in Fall 2010

### **Charity Scripture, PharmD.**

Past AWIS LA/VC newsletter editor

Beginning a new position at Amgen working in the International Office in Switzerland, beginning Fall 2010

## Call for Committee Members

Interested in becoming more involved in AWIS LA/VC but not sure where to start, or what may be available? Not to worry! Committee chair email addresses and committee duties will soon be posted to our website, [www.awislavc.org](http://www.awislavc.org). Check there for what duties committees need assistance with, and email the committee chair to let them know what you would like to help out with! You can dedicate as much or as little of your time as you would like – we just want you to get involved with your chapter! Our chapter's success is directly tied to member involvement, so help to make AWIS LA/VC a smashing success!



# Negotiation: A Key Skill for Achieving Career Success

Written by April Shiflett

One of the leading causes of the salary gap that exists between men and women is believed to be unwillingness to negotiate, or lack of negotiation skills, on the part of the women. Learning how to negotiate, and negotiate effectively, affects our lives from our income level to promotions, buying homes and cars, and even our personal relationships. On June 3<sup>rd</sup>, LA/VC AWIS members had the opportunity to learn more about the art of negotiation at a workshop led by Eldonna Lewis-Fernandez.

Eldonna Lewis-Fernandez is a retired Air Force Master Sergeant, who during her 23 year military career was part of Operation Enduring Freedom. During her time in the military Eldonna worked in Contracting, where she honed her skills in negotiation and learned how to achieve the best results. Since then she has authored two books and become a certified life coach and consultant specializing in the empowerment of women. A key part of empowerment is teaching women how to negotiate their way through life. She currently offers several programs through her Pink Biker Chic persona, and information is available through her website [www.PinkBikerChic.com](http://www.PinkBikerChic.com).

During her time with AWIS members, Eldonna offered tips on how to handle situations where negotiation is necessary. "Negotiation," she said, "is both a dialogue and a psychology." Participants took part in such exercises as "Dream Big" and "Pay to Play" where they learned about setting goals and practiced asking for what they want, while negotiating based on qualities they possessed. One of the keys to negotiation is perseverance, and being clear about what you want. Women should also remember that during negotiations, rejection is NEVER personal. Be willing to go back into a situation and try again. Another key to a successful negotiation is to know what you have to bring to the table. What value do you possess that you can offer in exchange for what you are asking for?

AWIS members were able to think about negotiation in a new way after attending the workshop, and afterwards members were able to speak with Eldonna personally during a continued networking discussion.



AWIS members Jennifer Gordon (Left) and Sandra Johnson (Right) talking with Eldonna Lewis-Fernandez (Center) during the networking portion of the Negotiation Workshop, held at USC Health Sciences Center on June 3, 2010.

R – Rigor  
E – Excellence  
S – Strategy  
U – Urgency  
L – Leverage  
T – Tenacity  
S – Systems

One of the keys to getting results in negotiation, according to Eldonna, involves combining rigor, excellence, strategy, urgency, leverage, tenacity, and systems.

# AWIS Members Connect

Networking leads to success, so come on out and practice your networking skills at one of our social events! You get a chance to meet other outstanding AWIS women, and have a little fun while you practice those key networking skills. It's a win-win!

## Downtown Los Angeles ArtWalk Meet Up

AWIS members gathered on the first Thursday of July to network during happy hour at Seven Grand and to explore the Downtown Los Angeles ArtWalk. The DTLA ArtWalk is a free, self-guided tour of commercial art galleries, museums and non-profit venues offered once a month. We viewed a great variety of work ranging from the contemporary CB1 Galley to the ultra-modern Pop Lock Gallery. Not only were the galleries filled with everything from sculptures, paintings, and installations but the streets were bustling with people and DJ's were playing music from jazz to techno on every block. Members from across the city joined us and it was a great occasion to meet new faces while exploring a new part of the city!



Interested in becoming more involved in the chapter? Do you have an idea for a networking event? Is there a great speaker you would like to hear? If yes, please let us know!

Send an email to  
[awis-laventura-county@googlegroups.com](mailto:awis-laventura-county@googlegroups.com)

## **Unable to attend networking events, but interested in expanding your professional network?**

LAVC AWIS Chapter members can begin taking immediate advantage of the networking opportunities provided by this organization by getting "LinkedIn". Note, this opportunity is for members only. If you still need to join, see page 2 for details.

It is easy! Just follow these simple steps:

1. Join the LA/Ventura County of AWIS
2. Go to <http://www.linkedin.com/>
3. Sign in to your account or if you are new to Linked In, create your account
4. Search for the group "LAVC AWIS"
5. Select "Join this group" ♦

## Malibu Hike to Escondido Falls

On Saturday August 21<sup>st</sup>, AWIS LAVC held its first family and friends event! Members met in Malibu for a hike and picnic to lovely Escondido Falls. It was fun to meet new people, and their families!



## CALENDAR OF EVENTS

### NEXT MEETING

WE HAVE REGULAR TELEPHONE CONFERENCES TO PLAN UPCOMING EVENTS, BOTH PROFESSIONAL AND NETWORKING. IF YOU WOULD LIKE TO BE PART OF THIS PLANNING COMMITTEE, JOIN US ON OUR NEXT CALL ON MONDAY, SEPT. 13, AT 7 PM. SIMPLY CALL NUMBER 702-473-3463, ACCESS CODE 294705#. WE'D LOVE TO HAVE YOU DROP IN!

### UPCOMING EVENTS

CAMPUS COFFEE CLUBS – SEPTEMBER

WELLNESS SEMINAR –OCTOBER

BIOFUELS SPEAKER PANEL –NOVEMBER

HOLIDAY PARTY –DECEMBER

### NETWORKING EVENTS

WE WILL BE PLANNING UPCOMING NETWORKING EVENTS – CONTACT US IF YOU ARE INTERESTED IN HELPING TO ORGANIZE THESE EVENTS! GO TO [WWW.AWISLAVC.ORG](http://WWW.AWISLAVC.ORG) FOR ANNOUNCEMENTS AND DETAILS.

## Keck Graduate Institute

### Women's Leadership Conference

Save the date: April 3-6 2011

AWIS LA VC sponsor Keck Graduate Institute will again host its annual conference for female leaders in life sciences in southern California.

Stay tuned for more details or contact Diana Bartlett, Director of Corporate Partnerships, [Diana.bartlett@kgi.edu](mailto:Diana.bartlett@kgi.edu), 909 607 9864

Notice something new? Recently, AWIS National decided to redesign all chapter logos to enhance continuity and recognition with the National logo. LA/VC AWIS chapter members worked with designers from AWIS National to create a logo that fuses the feel of the AWIS National logo with a distinct southern California feel. LA/VC AWIS members then voted on line to select their favorite, and here it is! Be sure to look for our new logo when attending networking events to find our group!



Coming soon to a campus near you... AWIS LA/VC Coffee Clubs! We are planning to host small gatherings on our campuses on a regular basis to get to know our members and encourage networking. Check on our website for information, and if you notice that there is not a listing for your campus, let us know! Organizing a coffee club is a great way to get involved.



### From Around the Internet....

Links to other interesting articles on the web. Enjoy!

#### ***The right fit***

<http://www.nature.com/naturejobs/2010/100902/full/nj7311-120a.html>

#### ***Postdocs form union***

<http://www.nature.com/naturejobs/2010/100902/full/nj7311-119c.html>

#### ***Career Paths for Life Scientists***

<http://chronicle.com/article/Career-Paths-for-Life/65355/>

#### ***Pulling the Plug on Air Purifiers***

<http://www.sierraclub.org/sierra/201003/act.aspx>

#### ***L'Oréal-UNESCO Women in Science Booklet***

[http://sciencecareers.sciencemag.org/tools\\_tips/outreach/loreal\\_wis\\_2009](http://sciencecareers.sciencemag.org/tools_tips/outreach/loreal_wis_2009)

# **Women, Money and Power: A financial seminar presented by Brittney Castro**

Written by Amanda Lee

On Thursday, Aug 12, 2010, AWIS LAVC members were invited by Brittney Castro, LPL Financial Advisor, to a complimentary financial seminar held at Occidental College. Ms. Castro specializes in financial planning to help individuals, particularly women, plan and strategize their financial future. The format of the seminar was interactive. There were worksheet activities and questions were encouraged throughout the presentation.

Ms. Castro began by explaining why it was important for women to have a financial strategy. One of the reasons she brought up was that women are having more responsibilities because of their evolving roles in the modern world. Another interesting point she mentioned was that women tend to live longer than men, and therefore women should be proactive instead of reactive towards their financial affairs. The first step to creating a strategy is to understand who you are financially. There are five financial personality types and with the help of a worksheet, we learnt what financial personality type we belonged to. Then, Ms. Castro taught us how to get started on the planning process by asking ourselves some crucial questions e.g., “When would you like to retire” and “What are your financial goals.” She also reminded everyone to take into account possible life changing events, e.g. starting a family or starting a business. With that in mind, you can then choose specific products and investment options to meet specific financial objectives.

By the end of the presentation, Ms. Castro had provided everyone with a framework to build a personal financial plan that works. Tracy Blois, president of the AWIS LAVC, invited everyone to enjoy the refreshments and kicked off the networking session that followed. She also informed us of the up-coming AWIS LAVC events. All in all, the event was a success and everyone left armed with useful and important financial knowledge.



Brittney Castro is an independent financial advisor in the Greater Los Angeles area. She can be contacted for a consultation at her office number, 310-445-2504 or via email at [brittney.castro@lpl.com](mailto:brittney.castro@lpl.com). It's never too soon or too late to start planning for your financial future!

