**Responsibilities**

* Get a job in tech!
* Negotiate the salary you deserve
* Be a voice
* Get a mentor
* Build each other up
* Recruit additional women in tech

**Get a job in tech**

* Update resume
  + Will prob want to go with education-based resume, bc lack of technical experience
  + Be specific about technologies learned/used
  + List examples of projects/apps
  + Use specific, technical terms to demonstrate what you know
  + If jobs/experience don’t fit on page, can include in paragraph at bottom (ex: Additional experience also includes …. Details available upon request)
* Customize resume and cover letter for each job posting
* Update LinkedIn profile
  + Make sure it’s up to date with what you’ve been doing
  + Visit the LinkedIn profiles of hiring companies HR and management
    - This will put you in forefront of their mind
* Resources
  + Worknola.com
  + LinkedIn
  + Local company websites
  + Dice.com
  + World of mouth
* Fun fact!
  + You should apply to a job even if they only have 3 of the required skills that they list

**Negotiate Salary**

* When asked for expected salary, always want to provide a range
  + Computer programer entry level - $49,810
  + Experienced - $81,610
* Negotiation tactics
  + Women are often able to negotiate more when they’re doing it on behalf of someone else
    - “I have a responsibility to my family to make at least this much”
    - “I have a responsibility to other women in tech (speaker is part of the board) to make at least this salary”

**Be a Voice**

* Sit at the table
  + Don’t be timid or try to take up as little space as possible
* Ask questions; ask for opportunities
  + Ask for work/learning opportunities
* Speak up for others
  + If you see something, say something
* Assertive vs. bitchy
  + Bitchy is assertive with emotion attached to it

**Get a Mentor**

*mentor: the person whose office you end up in when you’re stuck*

* Don’t eliminate 65% of the pool
  + Don’t feel like your mentor has to be a woman
* Don’t feel restricted to just one mentor
* Don’t ask someone to be your mentor (just start asking them questions)

**Build each other up**

* Bring each other into conversations
* Create opportunities for one another
* Share information
* Give each other honest feedback
* Hire each other
* Promote each other

**Recruitment**

* Recruit another woman into IT within the next 10 years
* If you leave the field, recruit a second woman into IT to replace you
* How?
  + New Orleans WIT events
  + Other skills workshops
  + Introducing people to each other