



Susie Tomenchok

EXPERT NEGOTIATOR. AUTHOR. TEDX SPEAKER.

Equipping professionals to Adopt a Negotiator's Mindset™ to confidently navigate life's challenges and unlock their full potential.



Hi, I'm Susie!

HELLO & WELCOME

I've had the privilege of guiding a diverse range of professionals, from emerging talent to top-tier executives, helping them grasp their worth and confidently steer their career trajectories.

In today's workplace, **understanding and adopting a negotiator's mindset isn't just beneficial—it's essential.**

My services are more than just another coaching session. **My mission is to help leaders, individual contributors, and teams successfully navigate life by applying a Negotiator Mindset™.**

The goal? *To ensure you thrive like never before in your personal and professional life.*

But here's what will set our journey apart: connection and context. **Every individual, team, or organization I meet has a distinct story and a unique aspiration.** My proven process is flexible, with a framework tailored to meet each audience's unique needs.

As we get to know each other, **I'll tailor my approach to ensure that our collaboration is impactful, personal, and meaningful.**

In the next few pages, **you'll learn about my services, hear from those who've transformed their careers with my guidance, and envision how we can work together to create a unique, transformative experience.**

Here's to discovering your worth, leveraging your strengths, and crafting a winning narrative for your career together.

Warmly,

Susie



I discovered the universal power of negotiation when my daughters were young and used the techniques I teach to get what they wanted at home.

I developed my P.A.C.E Framework for Successful Deal-Making during my 20-year sales career where I managed an \$80 million portfolio for corporate giants like ESPN/Disney and Comcast.

Now, I empower business owners, executives, and teams, showing them how to focus on three key superpowers: Adopting a Negotiation Mindset™, Self-Advocacy, and Leading with Strengths.

I'm a certified CliftonStrengths Coach, TEDx speaker, and author, and the voice behind the "Get What You Want" and "QuickTake" Podcasts. I'm passionate about guiding people in reaching their highest business and career aspirations.

A graduate of the Betsy Magness Institute and the International Coaching Academy, I'm a travel enthusiast, and a proud mom to my three successful daughters.

Mission:

Empowering leaders to unlock their full potential and navigate career challenges with unwavering confidence and strategic agility.

Vision:

Across organizations, empowered professionals adopt a negotiator mindset, believe in their value, shatter their professional ceilings, and unleash impact and satisfaction.

Message:

Adopting a Negotiator's Mindset™ is essential to navigating professional and personal success.



My Most Requested Keynotes, Workshops, and Team Building Sessions.

While these are my most requested topics, I can tailor a presentation or training to meet your needs.

Which topics can we use to create a unique experience for you and your team?

PRESENTATIONS AND WORKSHOPS

➤ **Negotiators Are the Best Leaders: Steal Their Secrets**

- Channel your inner dealmaker to earn trust and spark collaboration.
- Level up your leadership by adopting a Negotiator Mindset™.
- Leverage actionable tools the best negotiators use and level up your leadership confidence and intention.

➤ **Emotional Agility: Keeping Your Cool When Everything's on Fire**

- Own high-stakes moments with confidence and clarity.
- Stop reactive leadership—no more snapping or awkward silences.
- Lead your team with emotional flexibility, clarity, and the occasional deep breath.

➤ **From Toxic Politics to Trusted Leadership: The Art of Influence**

- Build trust so solid, it survives even the messiest team meetings.
- Lead with clarity and confidence, even when chaos knocks at your door.
- Ditch drama—ride the wave of positive influence and watch your team collaborate toward success.

➤ **Leadership Excellence Through Advanced Situational Awareness**

- Develop superior situational awareness to confidently navigate high-stakes moments.
- Leverage the C.L.A.W. Method to address obstacles and capitalize on opportunities.
- Empower your team to anticipate challenges and drive strategic, impactful outcomes.

Brands I've Worked With

I've generated results for some of America's most notable brands. My process works. I'll help your teams navigate by applying a negotiator mindset.

Looking forward to adding you to this incredible list of corporate leaders.

Cardinal Group
COMPANIES

ebay™

Charter®
COMMUNICATIONS



SHI

COMCAST



CSG

WOW!



STUDENT QUARTERS

RE/MAX®



The WICT
Network

Empowering Women in Media,
Entertainment and Technology

ROCKY MOUNTAIN



revgen



Praise From Clients Past and Present

Best investment in my professional development! I now approach negotiation as an opportunity to be a problem solver. It has increased my confidence in my ability to negotiate.

Adrienne Pubylski, Public Sector Sales Vice President

When Susie speaks, she has a way of bringing you in, building you up, and giving you the confidence to say, "I can do this." That was why I bought her book before she ever left the stage, it is the way she speaks and the way she carries herself. She encourages the audience to do the same. It makes you want more. It makes you desire more of what it is that she portrays for all of us to emulate.

Audrey Talbot, Senior Director, Technology Enablement, Charter Communications

Susie has elevated my game professionally and helped me advance my career. Not only is Susie an amazing coach, but she is the best mentor. She is always there for me whenever I need support and guidance. There is no one better in the industry!

Kelly, Vice President, ReMax International

Susie's individualized strength-based coaching has been extremely successful in driving skill development and engagement for our team. Because Susie is able to tailor the coaching, it is so much easier for people to understand how to make the professional changes they want to make. She's had a huge impact across the organization.

Cara Athmann, COO, Cardinal Group Companies

Susie consistently receives outstanding feedback whenever she gives a keynote speech. Her authentic presentation style allows audiences to connect with her instantly. What I love most about Susie on stage is her ability to seamlessly weave stories from her experiences into her presentations, effectively illustrating her points. She skillfully combines research and data with engaging anecdotes, making her messages memorable. Susie's dynamic and relatable speaking style ensures that people remember what she says.

Denise Collison, Senior Vice President, Public Sector Sales at SHI



Inspiring Transformations

“She worked wonders...”

I recently moved into a new role and quickly learned that my new team was craving more personal development. I immediately reached out to Susie. She worked her wonders and shaped a thoughtful framework for my team's ongoing development. As a result of her efforts and collaboration, my eNPS motivation scores soared to 70+. The team survey verbatims consistently sighted the benefits of the work we were doing with Susie. I highly recommend Susie when you want to “level up” your team's development and motivation.

Trisha Coy, Vice President, Comcast



“Excellent insight...”

I LOVED Susie's session yesterday! She had excellent insight and provided tools that I had not seen before on negotiation and I have attended A LOT of seminars on the topic.

Barb Smoot, CEO, WELD

“Susie taught me to advocate for myself...”

Like many, I viewed negotiation as this muddy, dirty abyss. Susie's intensive forced me to reflect on my current state of limiting beliefs about negotiation. I thought having an excellent work ethic would be enough to get noticed by my employer; instead, my head-down approach left me overlooked. Susie taught me how to advocate for myself through seeding ideas in a strategic and respectful way.

Chris Wolf, Senior Manager, L&D, Cardinal Group Companies

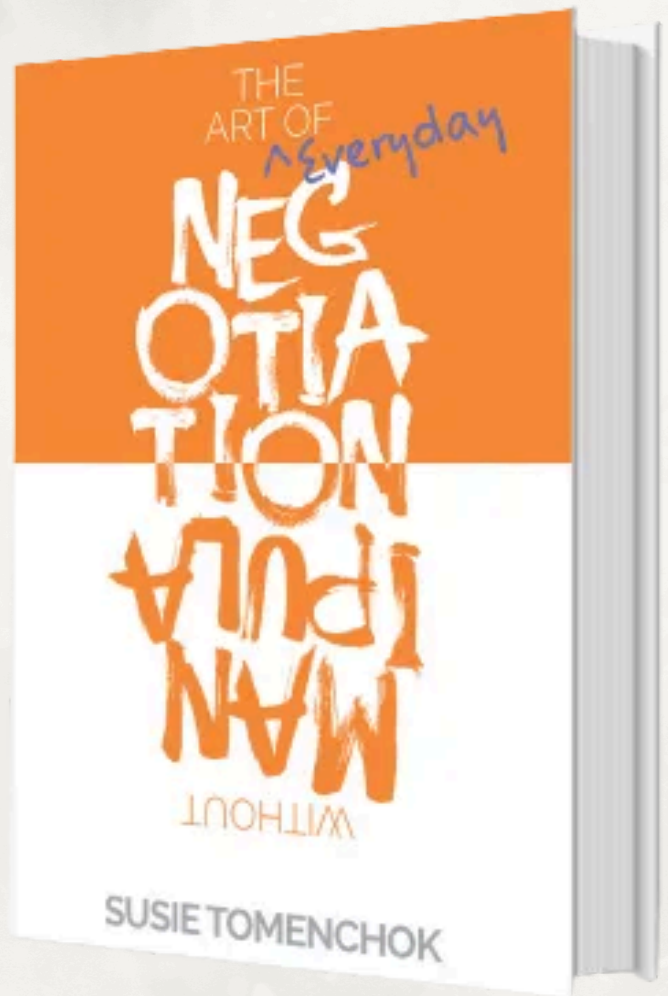
Negotiation has a bad reputation... it doesn't have to be that way!

A negotiator's mindset unleashes professional skills everyone should have.

And I can show you how so everyone wins!

In my book, "The Art of Everyday Negotiation Without Manipulation," you'll learn my proven framework so you can:

- **Learn the essential steps** to take before any negotiation so you're set up for success.
- **Discover what the other side wants** so you can negotiate from a position of strength.
- **Crush your fears**, boost your confidence, and embrace negotiation as a success strategy.



Everyone receives a copy when we partner to empower your team to leverage negotiation every day.

Let's connect to create an experience that will change the game for you and your team. I can partner with you to create **a one-day workshop, multi-day team retreat, or group coaching engagement** designed to explore, learn, and practice the art of negotiation.

Want a self-guided option to learn "The Art of Everyday Negotiation Without Manipulation?" Contact me about the book + workbook to learn what every professional needs to know.



Let's work together!

Let's create an empowering, career-changing experience for you, your team, or your event audience.

I'm looking forward to connecting with you!

Email Me

Email Susie@inturri.com

