

## Want a raise? These 5 negotiation experts can help you get it

Jul 28, 2015, 10:03am EDT

Here's a list of five negotiation experts (and Twitter aficionados) whose 140-character wisdom, links and conversations could revolutionize the way you tackle your next performance review.

So go on: Load up on these experts' advice, and get the money you deserve.

### See Also

- 3 execs share salary negotiation strategies that worked
- A guide to asking the right questions during a negotiation
- The most important business books ever written
- How to deal with salary transparency when recruiting

### 1. Karen Keller, @KarenKeller

**Followers:** 21,700

**Why you should follow:** Dr. Keller is a clinical psychologist and executive coach who gives workshops for Fortune 500 giants, such as PepsiCo and American Express. Her expertise: human behavior and the art of influence. You'll need those skills when you start the negotiations.

**Sample tweet:** *The most powerful way to connect, engage & persuade your listener is through facial expressions. #influence #passion*

### 2. Tara Sophia Mohr @tarasophia

**Followers:** 14,900

**Why you should follow:** Mohr is a career coach and the author of "Playing Big: Find your Voice, Your Mission, Your Message." She's big on getting people to own their accomplishments. And she's got some great advice on how to get past your fear of advocating for yourself.

**Sample tweet:** *Happy to be writing @goop again today! <http://goop.com/why-women-struggle-with-self-promotion/>*

### 3. Lisa Gates, @LisaGates1



Andrew Harrer

Here's a list of five female negotiation experts (and Twitter aficionados) whose 140-character wisdom, links and conversations could revolutionize the way you tackle your next performance review.

**Followers:** 5,599

**Why you should follow:** Gates and Victoria Pynchon ( @VickiePynchon) co-founded She Negotiates, a training workshop that highlights the most effective negotiation strategies for women. As an executive coach and negotiation consultant, Gates is all about helping you find your voice, helping you say yes strategically and helping you “make more money than you thought possible.” How’s that sound?

**Sample tweet:** *Have you been told you won't get a raise with your promotion? Here's the antidote @linkedinpulse #nextlevelcareers <https://lnkd.in/b87p7qW>*

---

#### 4. Cathy Shaughnessy, @ExecCoachCathy

**Followers:** 13,200

**Why you should follow:** Shaughnessy helps managers, directors and CEOs solve sticky business problems. She's also an advocate for "positive leadership" and its impact on business results. Her tips will help you develop the know-how to be a better leader – on either side of the negotiating table.

**Sample tweet :** *If You Want People to Listen, Stop Talking [buff.ly/1Bltw3G](http://buff.ly/1Bltw3G) #coaching*

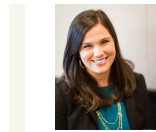
---

#### 5. Sallie Krawcheck @SallieKrawcheck

**Followers:** 31,500

**Why you should follow:** If you’ve read much about the ( twice-fired) former finance exec and current chair and owner of the Ellevest Network, you’ve probably heard her blunt advice: " Ask for the money, ask for the money, ask for the friggin' money." Krawcheck's not shy – and she's eager to pass her hard-earned wisdom along.

**Sample tweet:** *Are you having the "courageous conversation"? @LinkedIn #gender #leadership <https://www.linkedin.com/pulse/3-to-dos-close-gap-...>*



**Caroline McMillan Portillo**  
Bizwomen reporter

---

© 2015 American City Business Journals. All rights reserved. Use of this Site constitutes acceptance of our User Agreement (updated 3/14/12) and Privacy Policy (updated 3/14/12).

Your California Privacy Rights.

The material on this site may not be reproduced, distributed, transmitted, cached or otherwise used, except with the prior written permission of American City Business Journals.

Ad Choices.