


**CAREER
ADVANCEMENT**
WSBA Preadmission Education Program



Lori Worthington Hurl,
Forsberg & Umlauf, P.S.
Katie Comstock,
Levy | von Beck | Comstock | P.S.

Professional
Development
& Mentoring

Who?

Finding Your Network

- Minority Bar Associations
- Alumni Groups
- LinkedIn
- Professional Organizations
 - WSAJ, WDTL
 - ABA, DRI
 - Local bar associations - YLD

What?

What's Your Goal?

- Similar Practice Areas
- Lifestyle
- Expanding Network
- Avoiding (Malpractice) Resource

How?

Will You Be My Mentor?

- Organic Relationship
- More than One
- Coffee Dates - Be Specific
- Similar Practice Areas
- Be Respectful of Time
- Get Involved

Mentoring Resources

- KABA
- Qlaw
- SABAW and MELAW
- MAMA Seattle

Salary Negotiations

Ten Tips

1. Don't talk about money until there is an offer on the table.
2. Don't be afraid to negotiate.
3. Remember this will be an ongoing relationship.
4. After the offer, ask to talk to associates at the firm.

Ten Tips (Cont.)

5. Find a champion.
6. Only make a demand if you are willing to take it.
7. Timing is everything.
8. Research.
9. Look for the win/win.
10. Promote yourself.

Using Rejection
Productively

“So often in life, things that you regard as an impediment turn out to be great, good fortune.”

- Justice Ruth Bader Ginsburg
