

Inspired Beyond!

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www.abwa-inspireher.org



Together

TOWARDS TOMORROW
THE AMERICAN BUSINESS WOMEN'S ASSOCIATION

June is National African-American Music Appreciation Month

ONE NATION UNDER A GROOVE

The National Museum of African American Music is finally open!

On June 7, 1979, President Jimmy Carter decreed June to be [Black Music Month](#).

Inspired to celebrate an enduring art form, Kenny Gamble, Ed Wright, and Dyana Williams pursued creating Black Music Month. Their efforts were backed up by generations of artists whose talents and skill built a foundation of musical ingenuity in America.

Historically rooted in rich African traditions and the conflicted slave trade, black folk music provided the soil for jazz to grow. Other sounds began to join the chorus. From rhythm and blues to barbershop and swing. Artists responded to every era with a fresh wave of inspiration and visionary sound.

The music breaks barriers and moves people. It inspires generation after generation of artists and music lovers.

Immerse yourself in the music of your favorite black musicians. Discover new sounds and genres while revisiting long lost loves. Whether it's classic jazz or smoky blues or some fast rhythms and rhyming raps, let the singers and songwriters speak to you.

Share the best, the brightest and the undiscovered using **#AfricanAmericanMusicAppreciationMonth** and **#AAMAM** on social media.



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ABWA's Mission Statement

The mission of the American Business Women's Association is to bring together businesswomen of diverse occupations and to provide opportunities for them to help themselves and others grow personally and professionally through leadership, education, networking support, and national recognition.



Explore

Engage

Excel

The *InspireHer* Chapter vision is to lead through service to inspire, motivate, and empower every person to be their **BEST SELF.**



Did YOU Know?

Sometimes I run across an article that I think is worth sharing. The article that I am sharing breaks down negotiating tips into four main categories, which gives you the framework for preparing for and securing that “YES.” I have never seen NEGOTIATION broken down like this, but I think this is brilliant and very useful.

Celrah Colbert

President

How to Negotiate Salary: 37 Tips You Need to Know

By [The Muse Editors](#) Paul Bradbury/Getty Images

Whether you're starting a new job or going for a promotion at your current job, we all know that we should be negotiating the salary. Or do we?

A survey by Salary.com revealed that only 37% of people always negotiate their salaries—while an astonishing 18% never do. Even worse, 44% of respondents claim to have never bring up the subject of a [raise](#) during their performance reviews. The biggest reason for not asking for more? **Fear**. And we get it: Salary negotiation can be scary. But what's even scarier is *not* doing it. Here's a good example:

A famous study done by Linda Babcock for her book [Women Don't Ask](#) revealed that only about 7% of women attempted to negotiate their first salary, while 57% of men did. Of those people who negotiated, they were able to increase their salary by over 7%. That may not sound like much, but as Stanford negotiation professor [Margaret A. Neale puts it](#): If you get a \$100,000 salary and your co-worker negotiates up to \$107,000, assuming you're treated identically from then on, with the same raises and promotions, you'd have to work *eight years* longer to be as wealthy as them at retirement.

So, whether you're male or female, in your first job or your fifth, it's time to learn how to negotiate. And we're here to help, with a roundup of expert tips and further reading to get you totally prepped.

As the title of the article indicates, there are 37 negotiating tips you need to know that fall into the following categories:

1. **Getting Prepped** - This is a list of 11 tips that help you prepare for negotiating. Know your worth. Do your research. Talk to the Recruiter. Know what the job is paying. Know what you will and will not take. Understand the difference in what you bring to the table vs. what the job responsibilities are.
2. **Starting the Conversation** - This is a list of 9 tips that will demonstrates how ready you are. Be confident. Ask questions. Focus on the Future. Be positive.
3. **Making the Ask** - This is a list of 11 tips that will help you state what you want. Be respectful. Don't be afraid of 'No'. Be and remain respectful.
4. **Getting the Answer** - This is a list of 6 tips to help you continue negotiating until you receive an answer.

To read the full article click [HERE](#).



InspireHer Volunteer Partnership

InspireHer was out and about making an impact volunteering at the DiscoveryCenter for Gwinnett County Public Schools.



InspireHer members that volunteered at the DiscoveryCenter:
From left to right - Celnah Colbert, Jennifer Bussey, Shareen Clark

Each year more than 25,000 middle school students from Gwinnett County Public Schools are provided an opportunity to participate in JA BizTown and JA Finance Park, to inspire and prepare them to succeed in a global economy.

This year, InspireHer ladies took their business skills to the classroom and; taught students the aspects of running a business, including managing employees and budgeting, providing students with a glimpse of their future business efforts.

InspireHer members are proud to have been able to assist students with increasing their business knowledge.



ABWA Proud Code Of Conduct

The Proud Code of Conduct was developed as a means of guiding all members in making ethical decisions. The broad statements of the code of conduct that are listed below are not expected to cover all conduct for all situations. This is why the Proud Code of Conduct was created as a living and fluid code.

- ◆ As an ABWA member, I will serve as a goodwill ambassador for the American Business Women's Association.
- ◆ As an ABWA member, I will adhere to the Association's Bylaws and comply with the Association's Brand Guidelines.
- ◆ As an AWBW member, I will not use my personal power or influence to advance my own interests.
- ◆ As an ABWA member, I will not allow my personal beliefs or convictions to alienate other members, prospective members, and sponsors at any level of the ABWA organization (local, regional or national).
- ◆ As an ABWA member, I will always treat member colleagues, the ABWA National Team, guests, speakers, vendors, and sponsors with dignity and respect.

About the Newsletter

The ABWA Inspired Beyond Newsletter highlights news, events, programs, resources, and opportunities for the advancement of women. It is published quarterly by the *InspireHer* Newsletter Committee.

Want Your Article Published?

Do you have an article you would like to have published in the next edition? Submit your article no later than ten (10) days before the last day of each quarter. Consider publishing dates when submitting date-sensitive information and events.

How to Submit

To submit articles for consideration, click here to [email the newsletter team](#).

The *InspireHer* Newsletter Committee will consider articles on a case-by-case basis.

*"Every woman's success should be an inspiration to another.
We're strongest when we cheer each other on."*

*Serena Williams
American professional tennis player*

InspireHer women are independent, strong, and need inspiration. Be intentional; propel each other forward by inspiring, motivating, and empowering InspireHer women to be their best selves.

Celebrate them, support them, and learn from them!

#WomenSupportingWomen



Upcoming Events

June 25, 2022

Chapter Meeting
Personal Growth Talk Show
11:00AM -12:30PM
10:30 -11:00AM Networking

July 1-31, 2022

Splash Into Summer Membership Campaign

July 23, 2022

InspireHer 2nd Anniversary Celebration

July 23-24, 2022

ABWA District 1 Vice President Luncheon
For information [Click Here](#)

Sept 8 – 10, 2022

ABWA National Women's Leadership
Conference – Westminster CO

September 25, 2022

Paint & Party

Training

Free monthly Apex Courses

Login at www.myapexcampus.org under
the [School of Lean](#) and register today!

Questions

ABWA National team
913-732-5100
webmail@abwa.org

Around Town...



Virtual Book Club

Gwinnet County Public Library
www.gwinnettp.org>virtual-book-club

Books of the Month:

No One Is Coming to Save Us: A Novel

A novel by Stephanie Powell Watts chronicles the journey of JJ Ferguson, as he returns to his childhood home in North Carolina during the Jim Crow era.

Unmarriageable

A novel by Kamal Soniah is a retelling of Pride and Prejudice set in modern-day Pakistan, Alis Binat has sworn never to marry—until an encounter with one Mr. Darsee at a wedding makes her reconsider.

What Storm, What Thunder

Award-winning author Myriam J. A. Chancy masterfully charts the inner lives of the people affected by the 7.0 earthquake that shook the capital of Haiti, Port-au-Prince.



HAPPY

birthday

May

Carolyn Coley
Sonia Porter
Que Williams

June

Tammy Selvie
Marilyn Simmons
Cynthia McCarter

July

Melody Brantley
Sonya Dixon
Darmaris Febles