



Wealthy Insights Newsletter

IS YOUR NEW GRADUATE READY TO TALK MONEY?

There she is. Your little girl in her cap and gown looking all grown up. Your college graduate is about to begin her working career. She is smart and ready to take on this next life challenge. But does she have the necessary skills to negotiate her salary or rent—or advocate for her financial wellbeing?

To be successful, a young professional needs to master money talk at work. Here are three tips to help empower your recent graduate today.

1. **Encourage her to act out.** Tell her to go against the social norms. Instead of thinking that it is rude and unnecessary to discuss finances, persuade her to talk openly and honestly about money. You can do this by role modeling healthy financial communication skills. Not sure how? Then [check out this blog](#) to learn more.
2. **Make sure she is bossy.** Young women are often called “bossy” when they are assertive and speak their minds. Let her know that being bossy is a good trait and not something to hide just because she is a woman. Women with this trait include Sheryl Sandberg, COO of Facebook, Oprah Winfrey, and yours truly. Encourage her to use this trait to break money silence in the workplace. Not only is this good for her income potential, but it will also help all women close the gender wage gap, which is partially fueled by silence.
3. **Tell her to negotiate like one of the guys.** On average, men negotiate their first salary more often than women do. This results in women earning less over their life span and, in some instances, losing up to half a million dollars over their career. So, it is vital that you teach your graduate to negotiate her

salary so her income can keep up with the boys. Mentor her yourself, or refer her to a skilled financial advisor or career coach who can discuss what to look for in a compensation package and how to advocate for yourself during these negotiations.

Graduating is a big accomplishment, and the best way to make sure all that studying pays off is to learn how to talk about money at work. Give your loved one the gift of financial empowerment and watch her soar!

What tips did you offer a recent graduate about engaging in money talk?

Here's to breaking money silence for good,

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