

A Life Changed Overnight

How one woman fought inequality in the workplace and doubled her salary

Oh, what a difference a day can make in a woman's life. Helen L., a nurse for 25 years, decided to attend a women's seminar on business and professional growth presented by *Inc. Top 10 Entrepreneur* [Vickie L. Milazzo](#). Helen never expected to walk away from that seminar with the answer to her career dilemma and the determination to execute a move that would change her life forever.

For six years Helen had run seven long-term-care rehab centers. She had a knack for fixing facilities that were in trouble. She loved what she did and people trusted her. The only problem was that her recent "promotion" to chief executive officer did not include even a tiny salary increase, much less any ownership in the company.

Helen's days began at 7:00am and rarely ended before 7:00pm, while her male counterparts came in at 9:00am and were gone by 2:00pm, usually on their way to the gym. Her two male colleagues' lives seemed to be growing richer and fuller due to Helen's nursing expertise, while hers was getting smaller and more laborious. She had even started serving as an expert witness for a law firm to earn some extra money.

Like so many other women in the corporate world, Helen had no degrees and felt under-qualified to ask for more—until she read [*Inside Every Woman: Using the 10 Strengths You Didn't Know You Had to Get the Career and Life You Want Now*](#). She'd barely closed the book when she found out that author Vickie Milazzo was giving a seminar in her town. Helen was one of the first in line.

As Vickie spoke, the messages Helen had read in *Inside Every Woman* began to stir her strengths of fire, intuitive vision and enterprise—along with Promise 2 from the book, "Go for it or reject it outright." Helen realized that perhaps she could change her situation. Before the seminar ended, she decided to go for it.

The very next morning, without hesitation, she sat down with her employer and negotiated something she had not even had the nerve to consider in her six years on the job—a 100% salary increase, 10% ownership in the company plus management fees—and, in writing, a promise for future growth.

If you are a woman in the Cincinnati area and are ready to make a change, Vickie and her *Inside Every Woman* Seminar are coming to Cincinnati on Saturday, August 19, 2006, from 4:00 to 6:00pm. The seminar will be held at the Hyatt Regency Cincinnati in the Regency Ballroom. The Hyatt Regency is at 151 West Fifth Street, Cincinnati, OH 45202. Registration is \$47. For more information on the *Inside Every Woman* Seminar, go to <http://www.INSIDEEVERYWOMAN.COM/CINCINNATI>.