

Susie Tomenchok is a seasoned expert negotiator, career coach, author, and speaker. She is dedicated to empowering leaders to successfully navigate their professional and personal lives through the game-changing lens of leverage and negotiation.

A recognized deal maker, Susie has a rich background overseeing an \$80 million portfolio that included industry giants such as ESPN/Disney, Boeing, Gallup, Discovery, Viacom, NBC, and A&E. Her success is attributed to her proprietary P.A.C.E framework, which she expertly applies in negotiating complex deals.

A graduate of the prestigious Betsy Magness Institute and the International Coaching Academy, Susie is well-versed in leadership development and coaching methodologies. She leverages her knowledge as the host of the influential podcast *Leaders with Leverage* and the author of *The Art of Everyday Negotiation Without Manipulation*, where she shares essential strategies for successfully adopting a Negotiator Mindset™ as an essential path to success.

A dynamic speaker, Susie inspires courage in her audiences, encouraging them to become advocates for themselves and others. She dismantles the myths surrounding negotiation, demonstrating how a Negotiator Mindset™ is not only ethical but also drives business growth and career success.

Today, Susie collaborates with emerging businesses, large corporations, and individual executives—especially women. She focuses on developing and honing the triple threat of superpowers—a Negotiator Mindset™, self-advocacy, and avoiding the path of least resistance—leading her clients toward business growth and career success as a valued and trusted executive partner. Susie finds immense joy in witnessing clients realize their career and business goals.

Susie not only transforms negotiations into triumphs but also inspires individuals to embrace their voices, navigate their desired paths, and achieve unparalleled success in both business and life.