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INCOMPAS and Alliance of Channel Women Join Forces to Host Networking Session at The 2018 INCOMPAS Show

Hour-Long Session to Share Strategies for Negotiating for Success

WASHINGTON, D.C., and SANTA ANA, Calif. – October 23, 2018 – [INCOMPAS](#), the Internet and competitive networks association, and [Alliance of Channel Women](#), an organization empowering women to advance their careers in telecom and IT, will co-host a strategy session on “Negotiating for Success” during [The 2018 INCOMPAS Show](#). The event – sponsored by [Televergence Solutions Inc.](#) and [TPx](#) – will take place Monday, October 29, from 3:45 p.m. to 5:15 p.m. in the Juniper Ballroom at the ARIA Resort in Las Vegas. The session will be followed by a networking reception.

The ACW-led session, “Negotiating For Success,” will address the pay gap and provide valuable insights and practical “how-to’s” to ask for what you want and deserve in today’s competitive environment. Markham Erickson, Partner and Co-chair of Steptoe’s Diversity & Inclusion Committee, will lead a discussion with ACW Founder Nancy Ridge, Executive Vice President of [Telecom Brokers](#); Margi Shaw, President of First Communications; and Angie Kronenberg, Chief Advocate and General Counsel for INCOMPAS. The panelists will share their experiences and views on how to obtain better opportunities, overcome challenges to improve outcomes, and advance careers and organizations.

“A recent survey by Glassdoor notes that women negotiate less than their male counterparts. Sixty-eight percent of women accepted the salary they were offered and did not negotiate, a 16-percentage point difference when compared to men at 52 percent,” said Ridge. “I’ll be joined a distinguished panel to discuss how women can break through the barriers for pay parity, career advancement and venture capital funding. Now, more than ever, women must speak up and ask for the support and compensation we deserve.”

Women interested in attending the networking session must be registered for The 2018 INCOMPAS Show. INCOMPAS will extend member pricing for all ACW members who would like to attend the full show or purchase a day pass for Monday, October 29. Contact ACW at pr@allianceofchannelwomen.org for more information.

About INCOMPAS

INCOMPAS, the internet and competitive networks association, is the leading trade association advocating for competition policy across all networks. INCOMPAS represents internet, streaming, communications and technology companies large and small, advocating for laws and policies that promote competition, innovation and economic development. Learn more at www.incompas.org or follow us on Twitter [@INCOMPAS](https://twitter.com/INCOMPAS).

About Alliance of Channel Women

Founded in 2010, the Alliance of Channel Women is a not-for-profit organization of women in the indirect sales channel of the telecom and IT industry. The Alliance of Channel Women brings us together to empower and advance women’s careers and leadership roles in the technology channel through education, community, advocacy and opportunities for personal growth. To learn more and to become a member, please visit <http://www.allianceofchannelwomen.org>.

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