

KATE DIXON

Salary Negotiation • Rewards Consulting • Leadership Development



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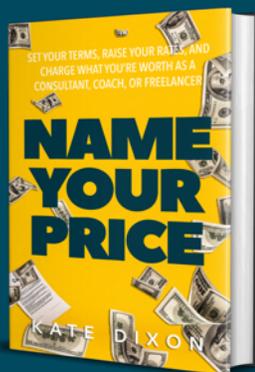
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KATE DIXON, author of **Name Your Price: Set Your Terms, Raise Your Rates, and Charge What You're Worth as a Consultant, Coach, or Freelancer**, and **Pay UP! Unlocking Insider Secrets of Salary Negotiation**, is Principal and Founder of Dixon Consulting, a B Corp Certified leadership development and total rewards consultancy specializing in salary negotiation coaching, service pricing advice, compensation solutions, as well as workshops and teambuilding for organizations of all sizes, from startups to Fortune 100 companies.

Kate spent the past 25 years working for and consulting with leaders in for-profit companies including Nike, Intel, American Express, Mercari, and Kaiser Permanente, as well as non-profits like The Learning Policy Institute, BOMA Project, DePaul Industries, Period, and the Nike Community Impact Fund.

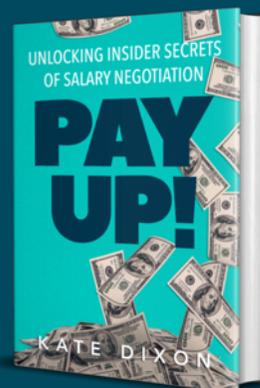
Her passion is helping diverse leaders around the world accelerate their results to become more successful and more fulfilled. She's a professional certified coach, and has been a certified compensation professional for over 20 years.

Kate speaks for groups and gives podcast interviews, and she provides advice about leadership, culture, and organizations to subscribers at www.katedixon.org.



Kate's latest book, **Name Your Price**, helps consultants, entrepreneurs, and freelancers set – and raise – their service pricing, understand what to include in their agreements, and give them the tools to have tough conversations with clients.

Pay UP! Kate's first book digs into the tools, skills, and mindset readers need to confidently and competently negotiate their pay, benefits, and work conditions.



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KATE'S MOST REQUESTED TOPICS

Salary negotiation | Setting consulting pricing | Anti-oppressive human resources design | Gratitude



Kate is a frequent podcast guest, and talks with her hosts about [creating commission plans](#), salary negotiation ([here](#), [here](#), [here](#), [here](#), and [here](#)), [how to ask for a raise](#), and even how [gratitude practices](#) change lives.



She's been invited to speak with women and people of color at seminars, conferences, and within companies about salary negotiation, setting and raising freelance rates, and having productive discussions with your boss about pay and career development.



Kate's collaborated with global organizations to speak virtually in Paris, Vienna, London, and Mumbai about pay, salary negotiation, and career planning.



She speaks with graduate and undergraduate students about compensation and benefits, career search plans, and best practices in pay negotiation.



Kate also speaks on anti-oppressive pay and human resources design, and she facilitates conversations on dismantling racism.