

# KATE DIXON

Salary Negotiation • Rewards Consulting • Leadership Development



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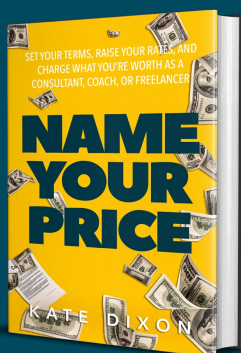
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**KATE DIXON**, author of **Name Your Price: Set Your Terms, Raise Your Rates, and Charge What You're Worth as a Consultant, Coach, or Freelancer**, and **Pay UP! Unlocking Insider Secrets of Salary Negotiation**, is Principal and Founder of Dixon 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 Silver Oak Cellars, as well as non-profits like The Learning Policy Institute, BOMA Project, Northwest Housing Alternatives, and Period. She's a professional certified coach, and has been a certified compensation professional for over 20 years.

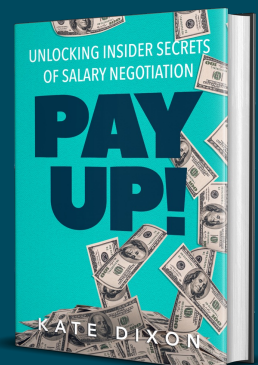
Her expertise has been cited in [The Wall Street Journal](#), [U.S. News & World Report](#), [CNN.com](#), [Forbes](#), and [CNBC.com](#), among others.

Kate speaks for groups and gives podcast interviews, and she provides advice about leadership, culture, and organizations to subscribers at [www.katedixon.org](http://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 gives them the tools to have tough conversations with clients.

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



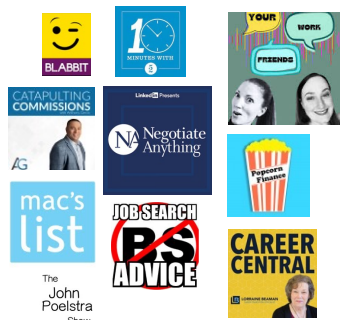
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## KATE'S MOST REQUESTED TOPICS

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



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