

The Azara Group

Empowering Leaders. Influencing Change.



Message from the CEO:

In our monthly newsletters, we share our latest articles and updates. We want you to take charge of your future by giving you tools to become a stronger leader. Our goal is to help you flourish and share what makes people thrive!

*Regards,
Fatimah Gilliam*

IN THIS ISSUE

Student-Athletes = Professional-Athletes?

Tips for discussing salary requirements in an interview

Thought Leader Spotlight

...and much more!

LATEST ARTICLES

Student-Athletes = Professional Athletes?



College sports began as an enjoyable way for students to compete in sporting events. Today, it has ballooned into a highly profitable industry that looks and feels like professional sports. With millions of dollars at stake for elite athletic programs, there is increasing institutional pressure on student-athletes to perform and deliver championships.

[Read the full article here...](#)

THOUGHT LEADER SPOTLIGHT



Meet **Johnita Walker Mizele**, Director of North American Business Development at Lyxor Asset Management.

Click [here](#) to read Johnita's insights about leadership, being an influencer, and her career.

MEDIA SPOTLIGHT

How Much Do You Make? Responding to the Dreaded Interview Question



Often job seekers are required to answer very personal questions during the job application process such as “What is your current salary?” and “What are your salary requirements?” Consider these **8 tips** to maintain your influence and negotiate your desired salary.

[Read the full article here...](#)

COMPANY UPDATES



Speaking Appearance

On July 14th, Fatimah spoke about how negotiation skills can make you a stronger leader. Thanks to Aetna and NACo for sponsoring the talk and hosting a successful conference.

Learn more about how we can help you [here](#).



New Welcome Video

Check out our new company video.

Watch our video [here](#).

Learn more about The Azara Group [here](#).

BUSINESS INSIDER

Want to know how to negotiate your salary?

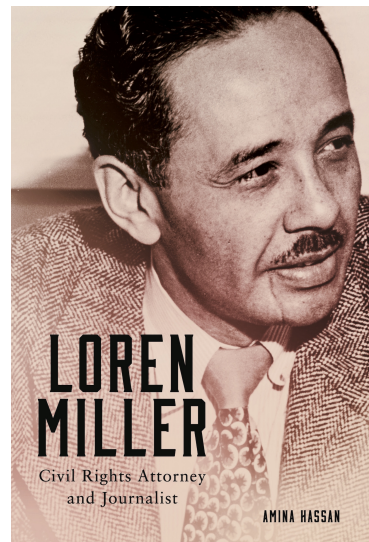
Read [this article](#) from Business Insider featuring advice from The Azara Group's Founder & CEO Fatimah Gilliam.



Nervous about asking for a raise? Don't worry - we all are!

[This article](#) from Go Banking Rates shares advice from Fatimah on how to effectively get the raise you deserve.

IN SEPTEMBER



Next month, Amina Hassan's book on the life of civil rights attorney Loren Miller will be

published. She is our company researcher and consultant.

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