



**100 women in
hedge funds®**

**Education Session No. 627:
Negotiation Skills: Key to success in business and workplace**

April 13, 2016 at 6 PM
Minneapolis, MN

Negotiating in today's evolving business world can be a challenging task. Hear an exciting fireside chat with two accomplished women who will share their keys to success for developing the skill of negotiation. Come with questions and thoughts as there will be an opportunity for Q&A both during and after the discussion.

Participants

Julie Braun, Castlelake
Kate Megan, Ernst & Young

Event Details

Date: April 13, 2016

Time: 5:30 PM Registration.

We will begin *promptly* at 6 PM; please arrive early. Since it is disruptive to everyone when latecomers enter the session, those arriving after an education session has begun will only be admitted at the discretion of 100WHF and the host. Please note the start time on this invite and plan to arrive early.

Host: Ernst & Young LLP

Location: Interlachen Country Club

6200 Interlachen Blvd, **Minneapolis**, MN 55436 - [Directions](#)

RSVP: [RSVP Now](#)

If you have any questions about this event, please contact the [Minneapolis](#) committee.

This event is NOT FOR ATTRIBUTION. All 100WHF events are private events and we require that no one reports publicly on any aspect of them.

If you have no-show fees in arrears, the system cannot register you for an event. You can view and pay for any outstanding no-show fees online from your [Member Profile](#)

Space is limited. No walk-ins will be permitted.

Biographies

Julie Braun, Partner and Chief Operating Officer, Castlelake

Julie Braun joined Castlelake in 2005, shortly after the firm's founding. As Partner and Chief Operating Officer, Ms. Braun is responsible for the firm's global financial, operational and corporate functions, including regulatory and investor reporting, compliance, independent audits and global tax structuring. Ms. Braun also oversees treasury, cash and collateral management, investment settlements and the firm's internal control infrastructure. Since 1988, she has managed all aspects of private fund operations, financial reporting and control procedures. Her comprehensive understanding of the alternative and private investment industry has helped Castlelake scale from its inception with a single office in 2005, to one with a global footprint.

Kate Megan, Negotiation and Business Development Leader, Ernst & Young

Kate served as a Negotiation Leader for the Americas at EY for 7 years consulting with leadership and senior executives inside and outside the firm to get what they desire. As a result of her negotiation consulting and training, CEOs and senior leaders create negotiation strategies that don't leave opportunity on the table, build satisfaction and strengthen relationships.

Kate's twenty-five year business development and negotiation experience gives her a deep understanding of her clients' challenges. She consults on all kinds of negotiations including multimillion dollar sales deals, master services agreements, annuity relationships, preferred provider agreements, and career, supplier, licensee, partnership, and procurement negotiations. She speaks on negotiation topics, and facilitates negotiation training/workshops globally for organizations including the Women President's Organization, Entrepreneurial Winning Women Program, Advancing Women Executives, and EY Professional Women Networks.

Recently Kate stepped into Business Development Leader role for Northeast State and Local Government and the Commonwealth of MA. Her role is focused on developing EY's strategy, brand and investments in this market. She collaborates with MA state and local leaders to help them overcome challenges, seize opportunities, and positively impact the people they serve by addressing their most critical issues including fiscal management, human capital, infrastructure, IT, risk and operational improvement

About Ernst & Young LLP

Ernst & Young is a leader in serving the hedge fund industry. We have assisted many leading hedge funds through every phase of their business - from starting up to obtaining listings on exchanges and going public. Many of our clients have gone from start-ups to some of the largest funds today. As these organizations mature, we continue to support their evolving requirements through our extensive portfolio of audit, tax, advisory and transaction services. Our hedge fund practices globally are among the largest of the Big Four and are led by highly skilled professionals who are intimately familiar with the demands of developing and maintaining a successful fund business. Our wide-ranging and diverse global clients employ all strategies - from simple long and short funds to the most complex trading funds. We have extensive experience in structuring and servicing complex funds as well as in helping to form and service multifaceted tax structures anywhere in the world. With a global knowledge network spanning more than 60 cities worldwide, we bring firsthand insight on local market trends and accounting, tax and regulatory issues. In addition to providing thought leadership and timely commentary on the latest hedge fund developments, we support the industry through our involvement in various industry forums and groups including 100 Women in Hedge Funds.

About 100 Women in Hedge Funds (www.100womeninhedgefunds.org)

100 Women in Hedge Funds is a global, practitioner-driven non-profit organization serving over 13,000 alternative investment management investors and professionals in 20 locations through educational, professional leverage and philanthropic initiatives. Formed in 2001, 100 Women in Hedge Funds has hosted over 500 industry education events globally, connected more than 350 senior women through Peer Advisory Groups and raised over \$38 million for philanthropic causes in the areas of women's and family health, education and mentoring.