

# DR. LOIS FRANKEL

*Get and keep the job you want.*

## Suggested Questions For DR. LOIS FRANKEL, Author Of **NICE GIRLS DON'T GET RICH: 75 Avoidable Mistakes Women Make With Money**

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- \$ Do men and women really get different messages in childhood about money?
- \$ This is your second “Nice Girls” book. What’s wrong with being nice? Are you saying you have to mean and selfish to accumulate wealth?
- \$ How much money does a woman need to be considered rich?
- \$ What are some of the key differences between how women and men spend money? Save money?
- \$ **NICE GIRLS DON'T GET RICH** includes 75 different mistakes women make with money. What are some of the most common ones?
- \$ Why do women make these mistakes?
- \$ Why did you include sections on charitable giving? Can you get rich by giving money away?
- \$ What advice would you give to a young woman just starting her career?
- \$ I understand you’ve come up with personality types related to money. What are they?
- \$ Many times you hear of rich widows or divorcees being bilked by supposed "suitors." How can a woman protect herself from this?
- \$ Many women have grown children who consider her "the Bank of Mom." How can these women protect their assets without alienating the kids?
- \$ In the book you talk about taking advantage of opportunities at work that will lead to living a rich life. What are some of those?
- \$ Does peer pressure get in the way of women saving as much as they should?
- \$ Do you think women are making more or less money managing mistakes today as opposed to 10 years ago?
- \$ Is it true that Paramount pictures will adapt *Nice Girls Don't Get the Corner Office* for film?
- \$ Are there any more “nice girls” books in your pipeline?

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### SEE JANE LEAD

#### Interview Questions

1. You talk about “the feminization of leadership.” What does that really mean?
2. Statistics show that women still only comprise about 5% of Fortune 500 CEOs and only about 16% of political positions around the world. Why so low?
3. If women make such great leaders, why don’t they call attention to and market their leadership capabilities?
4. Do women make better leaders than men?
5. In your book **Nice Girls Don’t Get the Corner Office** you list 101 mistakes women make in business. But in **See Jane Lead** you describe some of them as strengths. How do you explain this apparent conflict?
6. In **See Jane Lead** you say women are better at balancing strategies and tactics than men. Why do you say this?
7. Do you think this country is ready for a woman president? Can Hillary Clinton win the presidential election?
8. A study done by one New York law firm suggests that firms that have more women lawyers make more money than those with fewer women lawyers. Why is this true?
9. What suggestions do you have for women who want to be recognized as strong leaders?
10. How did you learn to be such a strong leader and advocate for women?
11. What do you say to women who complain that other women are so hard to work for?
12. You’re bringing together some of this country’s most respected women authors for a conference called WomenLead 2007. What will you be doing at the conference and who else is involved?
13. You seem to feel strongly about women stepping forward and assuming leadership positions. Does it really matter if we have strong men or women leading companies, countries and organizations?

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## STOP SABOTAGING YOUR CAREER

### Publicity Questions

1. How do people sabotage their own careers and why would anyone want to do this?
2. You suggest that nearly half of all workers derail at some point in their careers. What does this really mean?
3. In your book you talk about the difference between famous or well-known people who have and haven't derailed. You mention Margaret Thatcher, Terrell Owens, Bill Clinton, and Martha Stewart. Tell us why you write about them.
4. You seem to focus on how that past impacts the present. Isn't this just another way of blaming your parents for your bad behavior?
5. Is career self-sabotage different for men than for women?
6. You talk about "the word on the street" about all of this. What is this and why should I care what other people think?
7. What are some of the most common mistakes you've seen people that prevent them from achieving their career goals?
8. What's the single most important thing someone can do to get ahead?
9. How does someone make a good case for a raise using the points in your book?
10. How can someone distinguish themselves from the competition or from their colleagues without making it seem like they're bragging?
11. You have another book coming out this week – **See Jane Lead**. How is it different from this book and your other books?
12. Is it true ABC is making a sitcom out of your book **Nice Girls Don't Get the Corner Office**?