



Joanne Lichten, PhD, RD

America's On-The-Go Health Guru, is an accomplished author, speaker, freelance writer and media spokesperson who helps busy people stay healthy, sane, and productive. Dr. Jo has appeared on 300+ TV and radio shows, presented more than 1000 programs at conferences, and has written articles or has been quoted in 200+ newspapers, magazines and websites. She's also the author of three books including *Dining Lean*, *How to Stay Healthy & Fit on the Road*, and *Dr. Jo's No Big Deal Diet*.

How to Make More Dough in Dietetics

Would you like to earn more money? According to the 2005 ADA Dietetics Compensation and Benefits Survey, the average registered dietitian earns \$45,760 (with a median of 15 years of experience). That's less than entry-level four-year-degreed professionals including engineers and sales representatives (salary.com). Using stories and statistics, Dr. Jo will summarize the results of research of dietitians who have remained in the dietetics field and earn over \$75,000. Find out:

- What and where are the best paid jobs in dietetics
- What traits high earners have in common
- How YOU can develop these skills without going back to school
- What classes dietetic students should take to prepare themselves for the higher paid positions
- How to negotiate your next raise or salary-step-by-step! You'll never earn more money if you don't ask!

Learning Objectives

1. Identify the top ten traits of "financially successful" dietitians (those earning in the top 10% for all dietitians)
2. After listening to stories about how these "financially successful" dietitians exhibited and refined these traits, propose a personal plan on how to develop one of these skills.
3. Write and practice your personal script so you can comfortably negotiate what you are truly worth.

Georgia Dietetic Association
1260 Winchester Parkway, Suite 205
Smyrna, GA 30080-6546
P: 770-433-9044
F: 770-433-2907
E: info@gda-online.org
www.gda-online.org