When negotiating their contracts, female physicians often have different priorities, along with a different negotiating style, than their male counterparts. In this episode, host Ericka Adler, Roetzel shareholder and Health Law Practice Group Leader, is joined by Lauren Oschman, Vestia Chief Marketing Officer & Chief Experience Officer, for a discussion on the issues that are most important to female physicians and how they can successfully navigate these negotiations. Female physicians often have a tendency to focus on risk management, including disability insurance to cover future caregiving needs and possible maternity leave, and ensuring that their compensation package aligns with their values. Because female physicians tend to have a natural inclination to lead with questions and listen carefully, with confidence and guidance throughout the negotiation process, they can definitely succeed in negotiating a compensation package that aligns with their priorities.