



## **Confident. Positive. Excited about her future path.**

*Jane is positive, energised and feeling confident about her future path in digital marketing at a global Asset Management company in Edinburgh.*

*She is thrilled to have negotiated compressed hours and has overcome the challenges she was facing, like balancing her motherhood and career, including setting boundaries at work and being highly productive and focused at work.*

*Jane was also skeptical about whether working compressed hours in her busy and demanding job would be possible, however, she now knows it can work and is looking forward to quality time with her son and saving around £3,360/year on nursery fees by doing compressed hours. She sees it as a “win-win.”*

### **Challenge:**

- Jane wanted to negotiate compressed hours, but she was unsure it'd be do-able with her role, including fitting in her busy job and managing a team.
- However, she was also reluctant to work a part-time role with a reduced salary and the same demands and expectations of a full time role.
- Jane also aspired to continue to accelerate her career and have quality time with her son and so she decided to take the plunge and sign up for The Women's Vault's Compressed Work Week programme.

### **Action Taken:**

- Step 1: Jane had received a recommendation from a friend, Alana, who had done coaching with Olivia (Founder, The Women's Vault) and so she decided to discuss how compressed hours work and whether it was even possible for her role.
- Step 2: Jane was still skeptical about whether she could do compressed hours, but decided to enrol in The Women's Vault Compressed Work Week programme. By the second lesson, her views were changed and prepared to negotiate it with her employer.
- Step 3: Jane was met with some objections and concerns to her proposal and so she sought Olivia's support. Following this, she was able to successfully negotiate a trial.
- Step 4: Jane is now doing a compressed hours trial and is really excited about having every Friday off work with her son.

### **Results:**

- Jane has found the programme to have benefitted her personal and professional life - from supercharging her productivity to having quality time with her son. She is balancing her motherhood and career successfully.
- She is also pleased to be saving on nursery fees by having one day per week with her son as her hours are condensed over the week.

### **Testimonial:**

*“I’m so pleased that I made the decision to do this programme - it has been life-changing and I would encourage other women (or parent) who is considering doing compressed hours to do this programme. I was skeptical about whether it was doable but Olivia gives you all of the tools and advice - from negotiating it to doing it effectively including being highly productive.*

*“One of the key benefits of the programme is that Olivia has done compressed hours herself in her demanding corporate job and so is able to share all of her advice and learnings, as well as being able to meet other fantastic women - there is a real sense of camaraderie.*

*“I am thrilled to be in the position to be able to continue to accelerate my career, do a job which I thoroughly enjoy, be motivated and energised everyday, have balance each week like doing exercise and having quality time with my son.*

*“What is more, I’m able to continue working in my full time role and so therefore gain opportunities to progress my career and at the same time, lead a life that works for me and my family. It really is a win-win. “*

**Contact Olivia at The Women’s Vault to arrange a confidential chat:**  
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