**Negotiating Your Salary**

**General Tips**

1. Know your worth and do your research
2. Look at the total package, not just salary (401k, insurance, bonuses, etc.)
3. Set a lowest acceptable salary and your salary goals
4. Compromise
5. Stay positive and grateful

**Bonus: Whether you say a number first or they do you can work a way to the number you want.**

**What are your Salary expectations?**

I personally wouldn’t give a specific answer. I would say something like “What is your salary range for this position?”

**What happens if they lowball you?**

Tell them what you need (back it up with facts) and if they can’t get there it’s not meant to be.

**What if they won’t budge on the salary at all?**

Look at your lowest acceptable salary and if it meets it take it.

**How many times should I counteroffer?**

If they are within your range of acceptable offers, I would only recommend countering **one** time.