[](http://FearlessSalaryNegotiation.com/?utm_medium=ebook&utm_source=fearless+salary+negotiation&utm_campaign=extras&utm_content=how+to+negotiate+your+new+salary+chapter)***Fearless Salary Negotiation:***

***A step-by-step guide to getting paid what you’re worth***

**Companion materials for “Chapter 4. How to negotiate your new salary”**

**Learn more and get the book at** [**FearlessSalaryNegotiation.com**](http://FearlessSalaryNegotiation.com/?utm_medium=ebook&utm_source=fearless+salary+negotiation&utm_campaign=extras&utm_content=how+to+negotiate+your+new+salary+chapter)

**Get “How to negotiate your new salary” for free:** [**FearlessSalaryNegotiation.com/how-to-negotiate-your-new-salary**](http://FearlessSalaryNegotiation.com/how-to-negotiate-your-new-salary/?utm_medium=ebook&utm_source=fearless+salary+negotiation&utm_campaign=extras&utm_content=how+to+negotiate+your+new+salary+chapter)

**Sample email to deliver your counteroffer. (See next page)**

**NOTE: If you’re looking for the Salary Negotiation Worksheet, it is in a separate spreadsheet. If you don’t have that spreadsheet, you can get it at:** [FearlessSalaryNegotiation.com/extras](http://FearlessSalaryNegotiation.com/extras/?utm_medium=ebook&utm_source=fearless+salary+negotiation&utm_campaign=extras&utm_content=how+to+negotiate+your+new+salary+chapter)

**4. Your counter**

**An example of a counteroffer email.**

**To:** Brittany Jones <brittany.jones@example.com> [recruiter]  
**CC:** Katherine Thompson <katherine.thompson@example.com> [recruiter’s manager]

**Subject:** Josh Doody - My thoughts on Tom’s verbal offer

Hi Brittany

I hope you had a great weekend!

I've been considering Tom’s offer over the weekend and everything sounds good, although I would like to discuss the base salary component.

I think I'm a particularly good match for this position, where I would add significant value to ACME Corp. and to the Tom’s Practice from Day One. I have a strong technical background and have built and managed teams of technical people. I am exceptionally good with clients, and have taught short courses on building rapport with and managing clients. I have an MBA and have successfully managed many portfolios of business in the Widget Making industry over the past seven years. I've been working with [Partner Company] for over two and a half years, and have experience with many of their partnership managers and leadership team. I have a strong technical writing background and can both create and delegate the creation of good collateral quickly and efficiently.

All of these qualities contribute directly to the core components of this particular position, and that's why I'm excited for the opportunity to work with Tom and his Practice in this capacity at ACME Corp.

Tom offered $50,000 and I would be more comfortable if we could settle on $56,000. I feel that amount reflects the importance and expectations of the position for ACME Corp’s business, and my qualifications and experience as they relate to this particular position.

Thanks for your time, and I look forward to talking with you on Monday morning at 10:30 ET!

All the best

Josh Doody  
josh@example.com