

Negotiating Your Salary

with Valerie Sutton

PRE-NEGOTIATION ANALYSIS

My Personal Salary Range:	-
Low (budget needs)	High (ideal)
Market Range:	-
Low (10%)	High (90%)

My priorities: (What will you consider in your negotiation?)

- | | |
|---------------------------------|---------------------------|
| Salary | Parking |
| Retirement | Commuter benefits |
| Health care | Days off (sick/holidays) |
| Relocation costs | Professional development |
| Housing/board | Life insurance/disability |
| Telecommuting | Memberships |
| Flextime | Tuition remission |
| Vacation | Other |
| Bonuses/performance-based raise | |

Strengths and Experience

What employer seeks (skills, knowledge, qualifications)	What I shared (skills, knowledge, qualifications)	Exceed, meet, or do not meet