"My present salary is X. I'm looking for the best offer based on my experience and education. What's the range for this position?"

If you're underpaid and you think revealing your salary will put you at a disadvantage, you can be honest and say: "I like my company. I like my job, but frankly, I'm underpaid."

<http://www.businessinsider.in/Use-An-Odd-Number-And-6-More-Tips-To-Get-The-Salary-You-Want/articleshow/23982128.cms>

<http://www.forbes.com/sites/work-in-progress/2013/04/24/how-to-negotiate-a-higher-salary/>

"I understand where you're coming from, and I just want to reiterate my enthusiasm for the position and working with you and the team. I think my skills are perfectly suited for this position and are worth $65,000."

<http://money.usnews.com/money/blogs/outside-voices-careers/2013/02/21/the-exact-words-to-use-when-negotiating-salary>

<http://www.forbes.com/sites/work-in-progress/2013/04/24/how-to-negotiate-a-higher-salary/>