

# HOW TO NEGOTIATE YOUR SALARY

Practice saying your desired salary until it's second nature:  
“I'd like to make \$75,000.”

**If they offer exactly what you asked for...**  
Congrats! (Ask for more next time.)

**If they offer you a bit less than you asked for...**  
Always counter offer.

- “Make it \$63,500 and we have a deal.”
- “Make it \$62,000 and throw in an extra week of vacation, and we have a deal.”
- “My salary requirement is \$65,000. If you can offer me that, I'll accept the job today.”

**If they low-ball you...**

Always be polite! “I completely appreciate that. Unfortunately, my salary requirement is \$65,000, so I don't think this is a good fit. Best of luck in your search!”

