

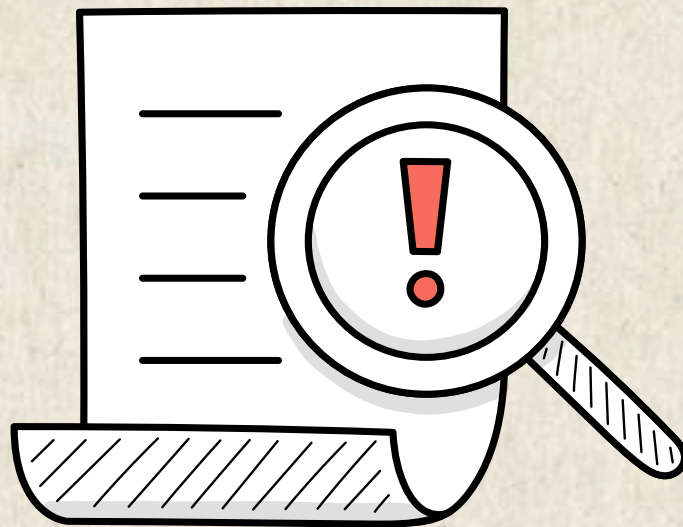


Salary Negotiations

*How To Get Paid Your
Worth*

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Will McTighe



Before Interview

1

Don't Disclose Your Current Salary.

- Revealing your salary could lead to a lower offer.
- Be polite and say, "I'll consider all reasonable offers."

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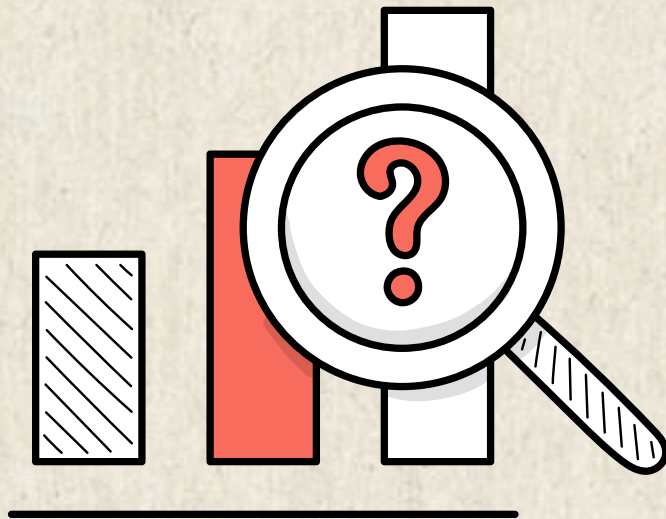


Before Interview

2 Pursue Other Job Offers.

- This is the best form of negotiating leverage.
- Secure competitive offers before the negotiation starts.

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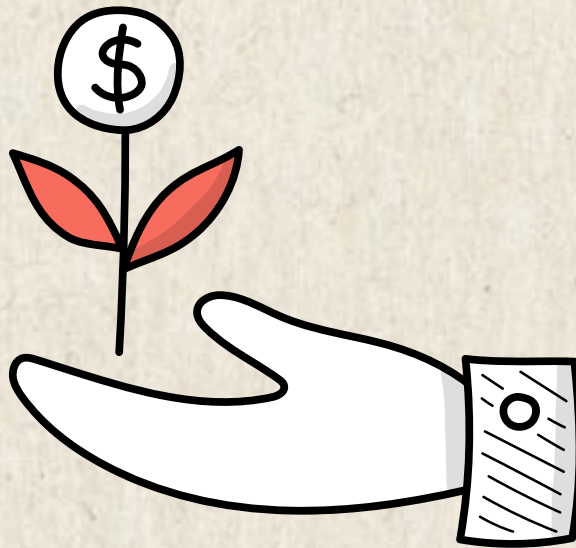


Before Interview

3 **Research Average Salaries.**

- Use the **Robert Half Salary Calculator** to review typical salaries.
- Enter the job title and city to get salary and benefits info.

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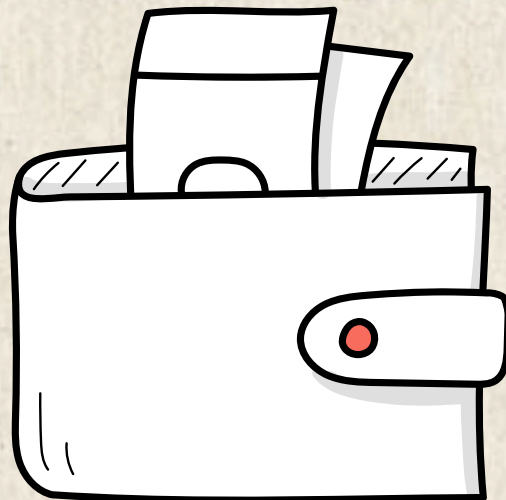


During Interview

4 Consider The Benefits.

- Benefits like flexibility can be really valuable, don't forget them!
- Understand typical perks and benefits using the **Robert Half Salary Guide**.

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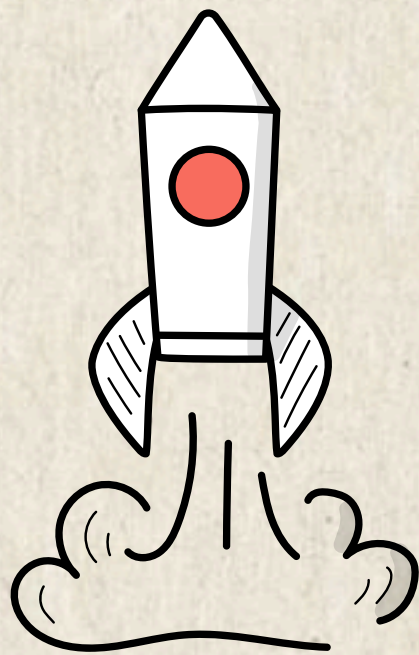


During Interview

5 Don't Make The First Offer.

- Making the first offer puts them in the driving seat.
- Let them come to you with their offer.

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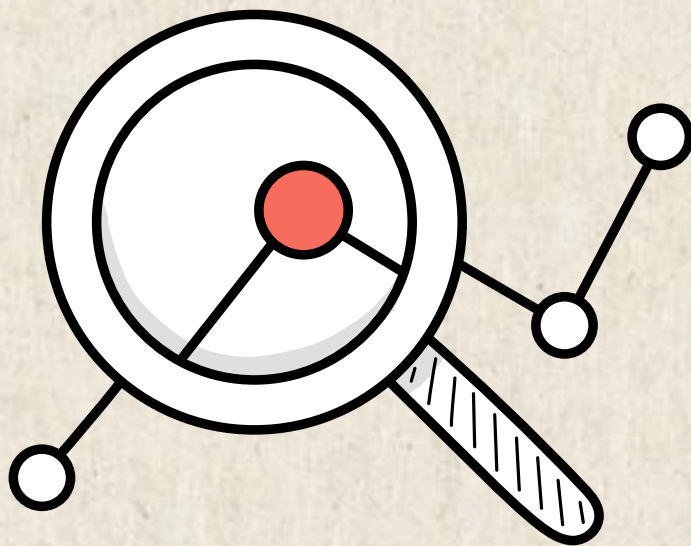
During Interview

6

***When Negotiating,
Aim High.***

- Start at the higher end of the salary range.
- Know the company's financial limits and stay realistic.

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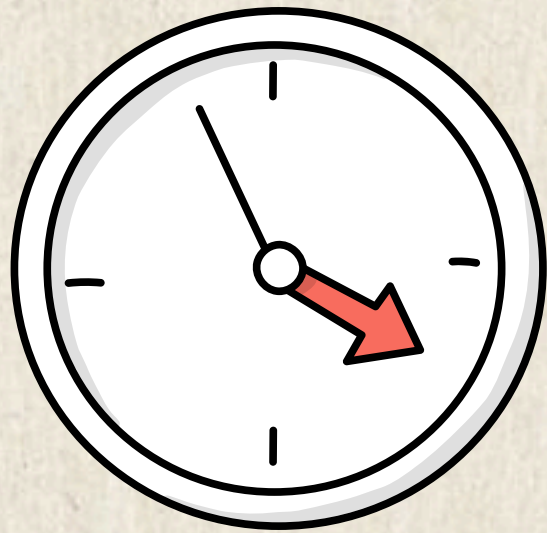
During Interview

7

Show Your Value.

- Combine storytelling with hard facts and statistics.
- Use your experience to showcase your skills.

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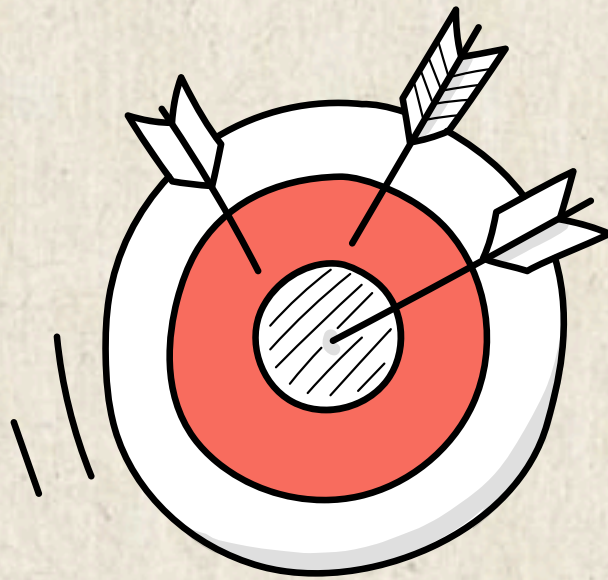
After Interview

8

***Take Your Time
To Respond.***

- Once you receive an offer, don't respond immediately.
- Pause, consider all your options, and then respond.

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After Interview

9 ***Be Prepared To Walk Away.***

- No deal is better than a bad deal.
- Be ready to walk away if your basic needs aren't met.

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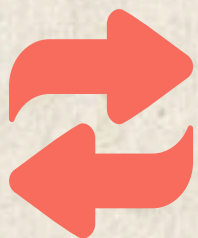


After Interview

10 ***Follow Up In Writing.***

- Send a follow-up email to confirm what you agreed.
- Get the terms in writing to confirm.

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Repost to help your network negotiate for their worth!

Want to know what salary and benefits to expect?

Check out the **[Robert Half Salary Calculator](#)**.