

Negotiating Your Salary

General Tips

1. Know your worth and do your research
2. Look at the total package, not just salary (401k, insurance, bonuses, etc.)
3. Set a lowest acceptable salary and your salary goals
4. Compromise
5. Stay positive and grateful

Bonus: Whether you say a number first or they do you can work a way to the number you want.

What are your Salary expectations?

I personally wouldn't give a specific answer. I would say something like "What is your salary range for this position?"

What happens if they lowball you?

Tell them what you need (back it up with facts) and if they can't get there it's not meant to be.

What if they won't budge on the salary at all?

Look at your lowest acceptable salary and if it meets it take it.

How many times should I counteroffer?

If they are within your range of acceptable offers, I would only recommend countering **one** time.

