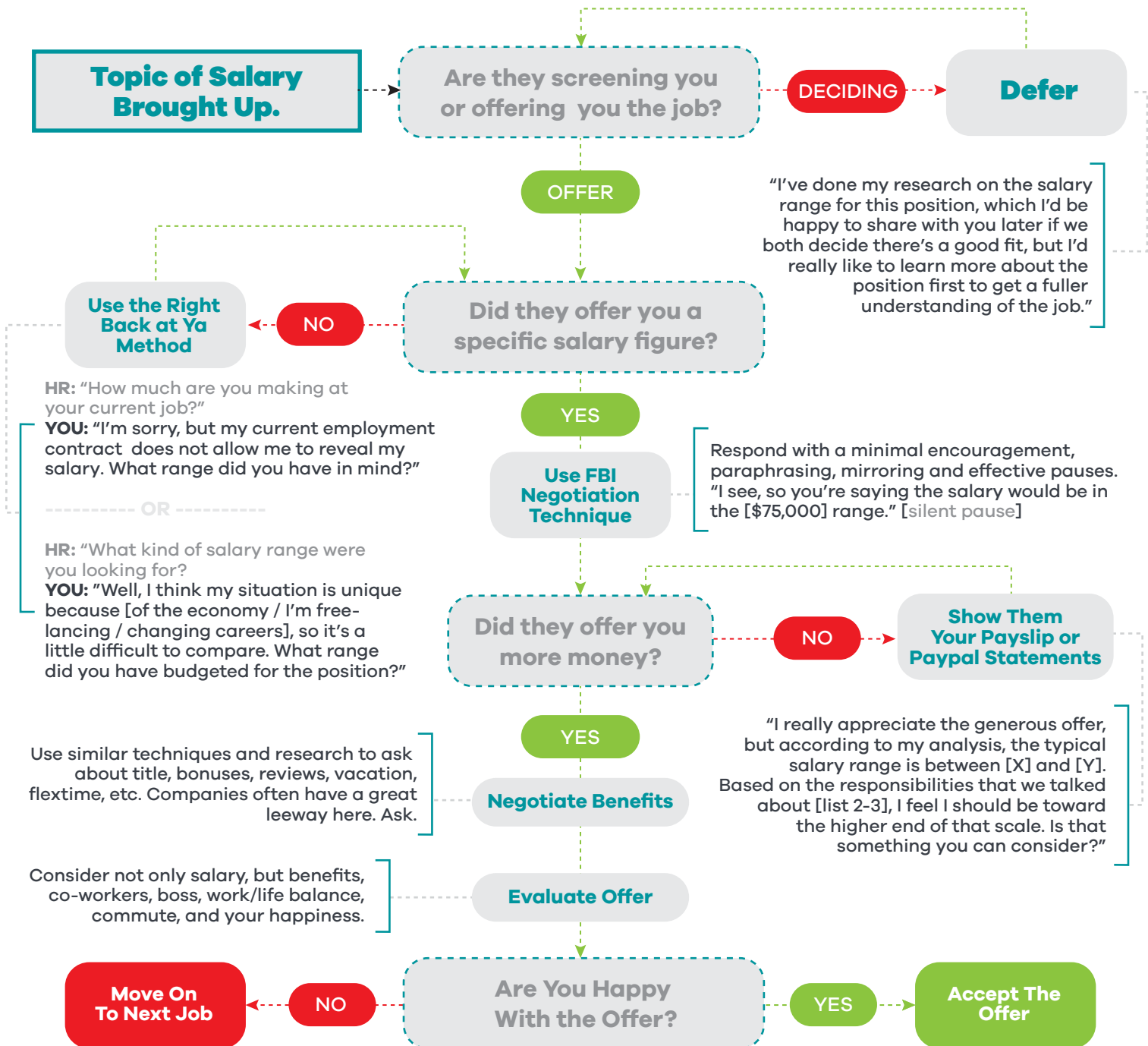


# SALARY NEGOTIATION CHEATSHEET

## Before You Start:

1. Target a job you are passionate about.
2. Determine the salary range using personal networking, online research and social media.
3. Do your industry research .
4. Don't give salary history on an application. Write "To be discussed during interview" or "Negotiable."



Give the details in writing and give them a timetable to start.