

NEGOTIATING YOUR SALARY:

It is best to negotiate your salary after you receive an offer. At this stage you have the most leverage as you have proven that you are the best candidate:

1 Interview with confidence. Hiring managers will go to bat for a higher salary if they believe you are a strong candidate.

2 Once you receive an offer, politely request some time to evaluate the salary and benefits package.

3 Do your research; know the salary range for the position before beginning any negotiations.

4 Consider the parts of the salary and benefits package that you are not willing to compromise on, as well as the parts that you are excited about. Be prepared for any counteroffers that may be presented to you.

5 Practice your pitch with family members or friends.

6 Once you're ready to negotiate, take a deep breath and ask for what you want. Show the hiring manager why you deserve a higher salary, provide data and examples. Most importantly: make it clear that you are passionate about the position. You are not giving an ultimatum.

7 Negotiations will come to an end and you will need to make a decision. If the offer still isn't right, thank the company for their consideration and politely decline. If your negotiations paid off, accept the offer! Congratulations!

