

MPF1101: TALKING SALARY



Your knowledge and skills are valuable, and your time should be compensated at a rate appropriate to what you have to offer. Here's a guide to the basics of negotiation.

1 Do your research

Look up similar positions in your area with the same minimum qualifications. See what other employers are offering and what the national average is for your industry.



2 Build your case

Write down a few bullet points to present to your potential employer. Include unique experiences that make you a more valuable employee as well as information you found in your research.



3 Be flexible

Employers have their own constraints to consider. Maybe they can't offer you a greater annual salary but can increase your benefits somehow. Weigh your options and be open to suggestions.



Remember to get the final agreement in writing. It should be signed by the hiring manager and yourself.

If you're afraid of seeming rude or demanding during negotiation, try following one of these **scripts**.

