



CAREER BOUND SUCCESS, INC.

Negotiating to Your Advantage

Did you know that employers rarely make their best offer first? Job candidates who negotiate often earn more total compensation.

That is why, whether you are a recent college grad fresh in the workforce or an experienced professional, salary negotiation skills are essential to achieving a great job offer.

Negotiating salary can be challenging, but approaching the negotiation with a structured strategy and a positive attitude will produce results!

5 Tips for a Successful Salary Negotiation

1. Be Patient

- Asking about salary too early may make you seem more concerned about compensation than genuinely interested in the position itself
- Do not accept or decline too quickly - every job offer, good or inadequate, should be reviewed thoroughly (salary, bonuses, benefits, vacation days, etc.)
- When given an offer, thank the hiring manager and let him/her know that you will get back with a response within a certain timeframe

2. Research

- Identify market value for the job you are considering and assess how your own value compares in terms of skills and experience
- Research the prospective employer's general

Job Search Strategies

Discover your competitive advantage by collaborating with Arlene Newman, President of Career Bound Success, and her team. We work with professionals, alumni, and college students providing them with skills to successfully land jobs!

With more than 20 years of Human Resources experience, we coach clients on resumes, interviewing, networking, personal branding, and negotiating competitive salaries.

Jump Start Your Job Search

- [Career Exploration](#)
- [Resume Preparation](#)
- [Personal Branding](#)
- [Online Image](#)
- [Networking Skills](#)
- [Interview Training](#)
- [Salary Negotiation Skills](#)
- [On-Boarding Skills](#)

Like us on Facebook 

— . . . —

using sites such as Glassdoor.com, doing a Google search, or reaching out to people from your network who are current employees at the company

3. Prepare

- During a preliminary interview, you may be asked about your current salary or salary history. Defer this question as best as you can. You can inquire as to their salary range. If you are pressed for an answer, respond by giving a salary range or your "total" compensation
 - Total compensation should be only one number that includes your base salary, bonuses, and certain benefits. If then asked for the compensation breakdown, respond accordingly
- To answer the infamous "desired salary" question - provide the range ensuring that even the lowest part is acceptable if offered the job
- Be prepared for a salary discussion showcasing your research and knowledge and supporting the total compensation figure that you are seeking

4. Be Honest

- It is very important to be honest when discussing your compensation - prospective employers can verify your compensation by asking your past employers or requiring you to show your W2 forms
- If found not to be honest, prospective employers can rescind their offers

5. Stay Positive

- Since the negotiation is a professional process, whatever happens, do not take the outcome personally
- In this competitive job market, finding the right opportunity can be very challenging. It is important to stay focused and flexible during the negotiation process and above all, stay positive!

Remember, the goal of salary negotiations is to strive for a win-win situation in which both you and the company are satisfied with the compensation package.

Consultation

www.CareerBoundSuccess.com

info@careerboundsuccess.com

Tel: 212-288-7566

**Career Bound Success, Inc.
845 Third Ave., Sixth Floor
New York, NY 10022**

