

THE PATH TO A HIGHER SALARY

Following these ten simple steps could lead you to a higher salary.

1 REFLECT on the value you feel you bring to the organization

2 RESEARCH salaries comparable to yours both within the organization and the region.

3 CONSIDER what you want to negotiate. More money? Profit sharing? Stock options? Quicker promotion schedule?

4 BE POSITIVE about your commitment to the organization.

5 ANTICIPATE objections to your request and have factual responses ready.

6 PRACTICE your request several times in advance.

7 REVIEW what you learned from the experience. How can you improve?