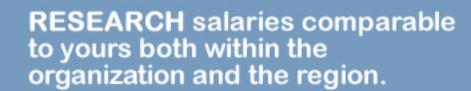
THE PATH TO A HIGHER SALARY

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







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

BE POSITIVE about your commitment to the organization.



ANTICIPATE objections to your request and have factual responses ready.

PRACTICE your request several times in advance.



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

