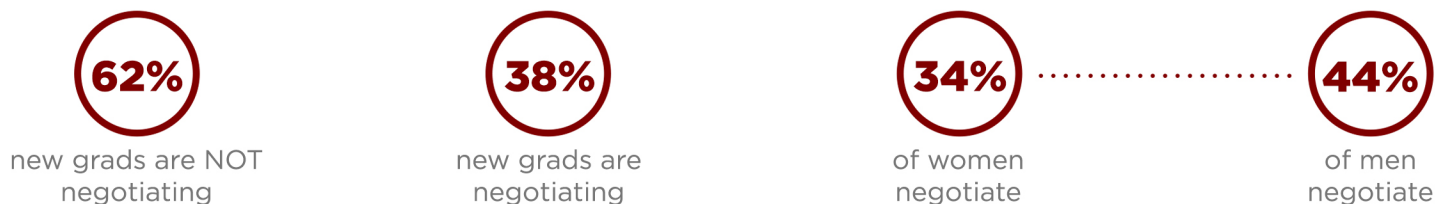


MORE BANG FOR YOUR BUCK: BOOST YOUR SALARY!



Survey says...it's #worthasking for a higher salary

HOW COMMON IS SALARY NEGOTIATION FOR NEW GRADS?



REASONS WHY YOU SHOULD NEGOTIATE



SUCCESS RATES FOR NON-SALARY BENEFITS



Schedule - 75%

Paid Time Off - 62%

Bonus - 58%

Stock - 38%

REASONS AND REMINDERS FOR EFFECTIVE NEGOTIATION



Studies have shown that negotiating a few thousand dollars more per job can add up to \$1,000,000 or more in total earnings over the course of your career.



Don't forget about extra vacation time and tuition reimbursements if you are interested in more formal education!



Know your market value before you talk to anyone at the company. You can find this information at glassdoor.com and payscale.com.



Whatever negotiating chips the hiring manager throws out, **be sure to request a revised offer letter with the new information in writing.**



If your interviewer brings up salary before you are prepared for the discussion, say something along the lines of: "before we discuss salary, could you tell me more about the responsibilities of this position?" Be prepared with specific follow-up questions.

**CAREER DEVELOPMENT
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