

tips + resources
for negotiating your salary
or pay rise

NEGOTIATION TIPS



DON'T OFFER UP THE FARM

Never give away your best card. Your salary or expected salary is your BLUE CHIP moment. You can't state a figure till you know the job. They will play hardball you still don't have to offer it up until you are ready. Information is power.



THEIR BUSINESS... YOUR BUSINESS

Their budget is not your concern. What you take home monthly is! Every company has the money for the right person, if they don't you won't be getting pay reviews. Just think about that for a moment!



THINK ABOUT YOUR WORTH

Write down what you bring to the table. Your experience on the projects you have worked on. You need to get into the mindset that you are of value to the them.



KEEP IT SIMPLE!

Keep the process simple. Your message needs to be simple for success. Too much noise means they can't hear anything. Keep sending the same key message on package, pay and your worth. Don't be shy, be brave.



BE OKAY WALKING AWAY

Just because you are offered the job doesn't mean you have to accept. It's in our dna to be polite. Remember is being polite serving you or your family's long-term future? Compound interests matters.



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