

# Salary Negotiation Cheat Sheet

**Goal:** To achieve a win-win outcome for both yourself and the employer

## Preparation

Before negotiating, **know your numbers**:

- ✓ **Bottom Line:** What is your minimum salary to cover your financial obligations?
- ✓ **Market Rate:** What is the average compensation for your role in this industry and location?
- ✓ **Ideal Salary:** What would make you happy and feel valued?

## Transitioning Into a New Role

💡 Never be the first to share your ideal salary

- ✓ **Ask** for their budget
- ✓ **Understand** their motivation for hiring

- Know your value
- Understand the full compensation package, including salary, benefits, vacation time, bonuses, and more

## Asking For a Raise

**Plan Ahead.** This process can take weeks.

1. **Schedule Discussions:** Request dedicated meetings to discuss compensation
2. **Understand HR Policies:** Be aware that each company has its own compensation policies
3. **Ask Your Ideal Salary:** When you ask for it, showcase your achievements and impact
4. **Set Expectations:** Align with your manager on a potential timeline

## Tips for Negotiation

- Stay professional
- Document your achievements
- Don't counter without reason
- Don't ignore employer's perspective

💡 Preparation is key to a successful negotiation. The more prepared you are, the better the results

Get paid your worth! Reach out to me at [growthpartner@nelsonjong.com](mailto:growthpartner@nelsonjong.com)