**Tips on Negotiating your salary**



* **Strike first** - Try to mention a specific salary before the employer does. This will start the negotiations in your ballpark and will let them know your expectations regarding the salary, benefits, and opportunity.
* **Show off** - If you have another job offer, let them know. This will make you look more attractive and wanted.
* **Don’t say yes right away** - Even if you like the offer, tell them you’ll give them an answer within a certain time frame. Try to come back and get some more.
* **Don’t limit yourself to money** – If you can’t raise your salary, ask for other valuable options such as: Paying for future education, salary reviews in 6 months instead of 1 year, yearly bonuses, working from your laptop outside of the office every so often, etc.
* **Know your worth** – Before the interview, check to see what other people in your position are making. Salary.com and payscale.com are good websites to get an idea of what the going rate is. Also, think about your accomplishments and if you have saved a previous employer a lot of money with these accomplishments.
* **Prepare** – Know your speaking points before you try to negotiate with the employer. You will need to justify why you think you deserve more.