

4 Steps to Negotiating For More Money!

Whether you are looking for a new job, asking for a raise or in line for a promotion, you should always ask for more money. Most employers expect it, but it's often difficult to know how to ask for more money.

There are 4 reasons why people don't negotiate for more money.

- You don't believe you deserve it
- You don't believe other people think you deserve it
- You know you deserve more, but not how much more
- You know precisely how much more you deserve, but you don't know how to get it

You must stand up for yourself and your money. This is a crucial skill to add to your career toolbox.

The 4 Steps to Negotiating for More Money include:

1. Gather information from the environment. Find out what you are worth. Go to www.salary.com and look up your title by geographical location to find the salary you should ask for. This knowledge will give you a better sense of what type of leverage you have at the negotiating table.
2. Gather information about your accomplishments, past, present and future. **What do you have to offer? Ask yourself the following questions: What are your unique accomplishments and strengths? Document your performance with products, testimonials, and client letters, if necessary. What impact has your accomplishments and strengths had, internally and externally?**
3. Communicate with confidence and competence. **Match your strengths to their needs. Approach the meeting from a position of control. If you called the meeting, you should effectively manage it.**

Follow-up on the discussion. **Follow-up in writing. After the discussions, summarize all decisions in an email to be sent within 24 hours to ensure that everyone is operating from the same base of information.**

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About the author: Brenda Ferguson, "The Interview Queen," is inspiring, motivating and empowering - but most importantly, she's effective. A speaker and author on the topic of interviewing, Brenda delivers insights and principles that are proven to achieve CAREER SUCCESS. Brenda publishes the weekly Career Talk ezine. If you're ready to ATTRACT amazing career success, take your career to the next level, and stand out from your competition, get Brenda's FREE WEEKLY TIPS by going NOW to www.theinterviewqueen.com!

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