

CareerGrowth Group



June 5, 2007

Dear Successful Career Professionals

Our 5th CareerTalk program was a great success. We had a room filled with successful career professionals. The topic we discussed was Negotiating For Employment and Promotional Opportunities. The subject covered many situations: career negotiating, getting a first job, suggesting a salary figure, getting a raise, reaching higher bonus income, etc. Sharpening your negotiating skills will allow you to get promoted to a new responsibility, to make a successful move to a new position elsewhere in the company, or to ace an interview for another position in another firm.

Do lots of homework to prepare for a meeting in which you will be negotiating. Do extensive research on a new company where you plan to interview; find out what salary range a potential employer has available. To be effective *know all your bargaining chips*. In some companies, and for certain jobs, bonuses are much more important than base salaries.

“Don’t tip your hand”. If someone asks how much you are earning, try to turn the question around and ask what the range of the position is. Also, if someone asks you, “what do you want” try to stress what you offer and results you can bring to the business (sales, cost savings, greater profits). Stress why you are the BEST candidate for the position. Later on in the interviewing process, you can talk money.

Don’t rush- you will make mistakes. Take as much time as you need. If there is an internal promotion that you wish to explore, ask if you can take time to think about it. If you have a new job offer in one hand and are expecting another, ask how much time you have before you need to get back to them.

There is so much to discuss about the negotiating. There will be other newsletter on this subject in the future. In the meantime, why not consider using a Career Coach to help you get the opportunity you deserve, internally or externally. Please call to ask about a career consultation meeting. We look forward to hearing from you.

Best Regards,

Beverly R. Daniel

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About Beverly R. Daniel: Beverly Daniel is a career counselor / coach, who helps career professionals move successfully from one level of their careers to another. This can include assessments and evaluations about career choices, strategic planning for career moves, navigating in corporate structures, or moving from corporate to self-employment, or entrepreneurship. She works with lawyers, banking executives, marketing professionals, among others in all functions and industries. Beverly has been in the executive search and career-counseling field for 29 years. She holds a BS and MS in Psychological Counseling from Boston University. She holds an MBA in Management from New York University. Beverly studied for a Ph.D. in Clinical Psychology at Case Western Reserve University.