

7 Steps to getting what you want

“Money isn't the most important thing in life, but it's reasonably close to oxygen on the "gotta have it" scale.” - Zig Ziglar

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1. Figure out what you WANT vs. NEED ... and when you'll walk away
2. Figure out your market value (how much you CAN get today)
3. Figure out your value to the business
4. Get the edge: Understand their motivators (Negotiation prep sheet)
5. “Package” your talk around THEIR business needs
6. Practice the conversation with a friend.
7. Remember your personal motivators!

Kate loved her house! With a toddler and another baby on the way, keeping that house was important to her. Yet, she didn't figure out how much money she needed to keep the house. She wasted 7 months applying for and interviewing for jobs she was attracted to, then turned down 3 job offers because they weren't going to pay her enough to keep that house. She came to me in tears because she was about to lose her house. Don't let that happen to you! I helped her get very clear about how much money she wanted and needed to keep that house ... WITHOUT APOLOGY OR FEELING GUILT ABOUT IT! ... and then she picked a target job that would pay her enough to keep that house. 3 weeks later, she had a new job! And she got to keep her house.



Figure out what you WANT vs. NEED

- How much \$ I WANT to make: _____
- How much \$ I NEED to make: _____
- When I will WALK AWAY from an offer (bottom \$): _____