

## ***Effective Salary Negotiation: Earn Thousands in Minutes***

Many of us are so happy to receive an offer for a job we want that we say “yes” way too quickly! A more effective approach involves discussing the offer with them, since once you receive an offer, all the leverage has switched from them to you; they aren’t thinking about your competition anymore!

In this webinar, you will learn a strategic approach to negotiating your compensation that will usually enable you to increase your income on the spot. We’ll also discuss techniques for negotiating the job, so you are set up for long term success. Areas we will cover include:

- ✓ **Enhancing your negotiating leverage** by taking the right actions during the interview (and avoiding the wrong ones).
- ✓ What to do and say **as soon as you get the offer**.
- ✓ **What can be negotiated** (in short, everything!).
- ✓ The importance of **negotiating the job** as well as the salary.
- ✓ Why and how **severance** should be included in your negotiation.
- ✓ The key role of **research** in improving your leverage.

As a bonus, you’ll also learn some tips on succeeding in the crucial **first 90 days** on the job.

### **Workshop Details**

**Format:** Webinar (listen via conference call or computer speakers and view my screen on your computer)

**Date:** Wednesday May 30, 7-8:30pm EST

**Cost:** \$20

**To register**, please go to: [www.hellmannconsulting.com/seminars](http://www.hellmannconsulting.com/seminars).

**Register with No Risk:** If after taking the webinar you are dissatisfied for any reason, email me and you will receive a full refund.

### **Recommended Requirements:**

- You own a PC or Mac that was bought within the last five years (older machines may work, but not guaranteed).
- Please log-in by 6:50pm (or earlier), to ensure you are ready for the prompt 7pm start.
- Please **complete your registration at least 15 minutes prior to the start time** to ensure that you will receive the call-in and login information.
- Long distance Dial-in Number: pay only your normal long distance rate for the duration of the call. OR, listen via your computer’s speakers.

Note: this session may be recorded (you’ll receive a copy if it is). Hope you can join me!

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