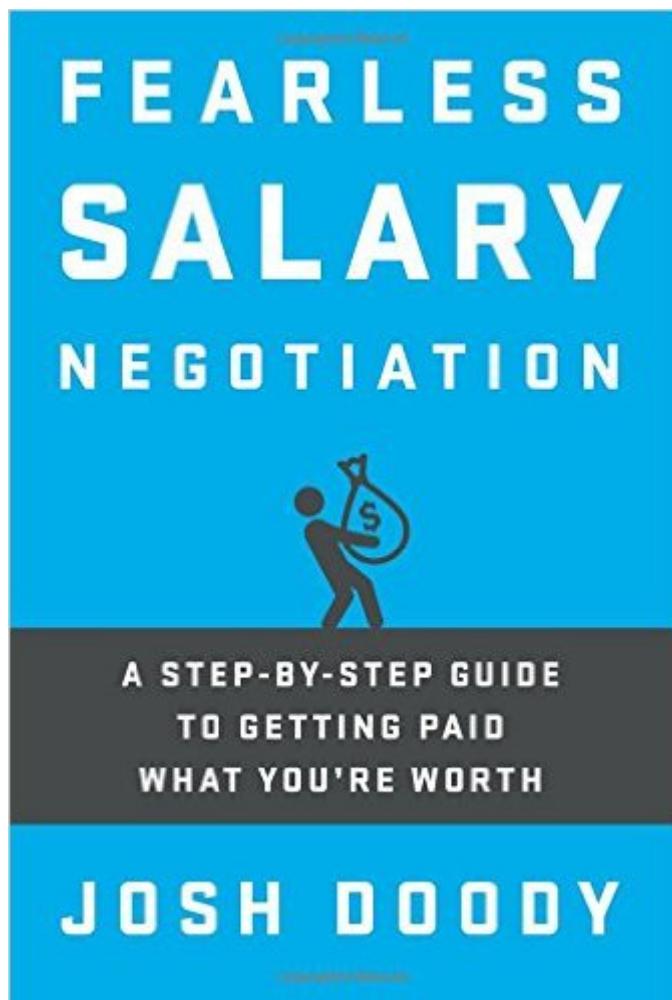


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# **Fearless Salary Negotiation: A Step-by-step Guide To Getting Paid What You're Worth**



## Synopsis

"Salary negotiation doesn't have to be scary - it's a skill you can learn, practice, and improve. Read *Fearless Salary Negotiation*, take notes, then follow Josh Doody's step-by-step negotiation process. Your future self will thank you." - Josh Kaufman, bestselling author of *The Personal MBA* and *The First 20 Hours* *Fearless Salary Negotiation* is a step-by-step guide to getting paid what you're worth. But it's also something deeper--it's an exposÃ© on how companies determine salaries and job titles, and how they think about raises and promotions. It is a roadmap showing you how to successfully bridge the chasm between what you know about salaries, job titles, and pay structures, and how they actually work so you can maximize your salary. What's inside? *Fearless Salary Negotiation* shows you... How to get your next raise--A clear process to estimate your market value and make a compelling case that your salary should be adjusted to reflect that value. How to ace your next interview--Salary negotiation begins with the application and interview process. Acing your interview puts you in a position to command a higher salary. How to negotiate your new salary--You should negotiate your salary, not just accept the first offer you get. You'll get a clear plan for your salary negotiation to maximize your pay. How companies manage their salary structures--When you know how companies structure their salaries, salary negotiations, promotions, and raises make a lot more sense. How to estimate your market value--Understanding the market value for your skill set and experience is critical to the negotiation process. How to leave your job on the best possible terms--It's important that you don't burn any bridges when leaving your job. Your future salary negotiations could depend on your reputation. How to get your next promotion--An easy-to-follow process to demonstrate that you're already doing the job you want, then present a rock solid case and ask to make it official. For each topic, you'll get specific tactics and precise steps you can take to get paid what you're worth. You'll also have access to tools and other resources like worksheets and email templates to help you implement what you learn. What people are saying about *Fearless Salary Negotiation* "Thanks to Josh's book, I was able to increase my salary by 10% with a single email. This is the most valuable email I've ever sent, and I wouldn't have sent it if it wasn't for this book." - Justin Abrahms, Senior Software Engineer "Josh's advice helped me land a better job and a bigger salary with more benefits than I even thought possible." - Eric Macam, Project Scientist "Josh has built a very successful career, first in engineering and now in project management. I'm glad he's finally writing about it so others can learn from his success!" - Ryan Delk, Entrepreneur "I would have left a lot of money on the table without this book." - Dan Brothers, Territory Manager

## Book Information

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## **Customer Reviews**

In my 15 years as a software developer, I always assumed that the salary in the job advert, or the range the recruitment agent gave me, was all I could get. And when I did try to negotiate my salary, I inevitably made all the usual mistakes: I low-balled my salary expectations; I spoke first; I accepted their "this is all the budget we have" excuses; and so on. My efforts were clumsy at best and it must have cost me tens of thousands until I finally went to work for myself and learnt how to negotiate. I really wish I'd had this book to help me!

There are a few amazing nuggets. I can't in good conscience give it 3 since 90% of the book is fluff. But that 10% he really nails it. I should have bought the kindle version for \$7.99 versus the \$20.00 paperback as the digital version is appropriately priced. Learned my lesson, with unknown authors I need to Kindle it.

This was a great help when I was at a crossroad in my professional career, it helped me choose between one offer and the other. Josh really finds a way to break down the process and give you the tools you need to reach further up in this dreaded situations.

This book was instrumental in my salary negotiations for my current job. Without the easy to follow guide, I wouldn't have negotiated at all, but, thanks to this book, I'm now several thousand dollars a year richer.

Very early on in my career, a mentor taught me that salary is more than just a check, and went on to show me how **EVERYTHING** related to compensation - bonuses, insurance dollars, raises, retirement contributions, etc - are calculated as a percentage of salary. So if you're leaving salary dollars on the table, you're **ALSO** leaving bonus money, insurance money, retirement money, etc on the table, as well! That makes it super-important to get what you're worth when it's time to get paid, and this book is invaluable for doing just that. It walks you through simple, broken-down steps to get paid the most you can. I never thought I'd say this, but with the help of this book, salary negotiation really can be easy and simple!

The book is written in a friendly and engaging way, tackling a tough subject with enthusiasm. Each chapter is full of useful advice which makes this more of a reference book I will definitely come back to time and again. It is the kind of advice that is applicable at every stage of your career and gives a great insight into what negotiating is like on the 'other side' - from the viewpoint of the recruiter or hiring manager. I think one of the most valuable parts of the book is the chapter around market value and how to consider what your skillset is worth. Overall a very concise and actionable read.

I applied Josh's salary negotiation method and got a better job where I'm paid what I'm worth. In less than one week, I interviewed for and negotiated a new job with a base salary increase of \$15,000!!!! This is a no-brainer-must-read, even if not taking a new job, applicable for current salary/raise. I have always counter-offered and negotiated some when taking a new position, but had no idea how much I was missing out on until I applied Josh's simple guidelines for negotiation! Essentially a \$7.99 investment with a \$15k/year return! Thanks!!!

So practical, this book takes the guess work out of salary negotiation whether you are ready for a raise, changing jobs or on the hunt. This is a must-read for career-minded people. Josh will lead you through a step-by-step process to negotiate a better salary. Well worth the price of the book!

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