

## **Tips From the EXPERTS on How to Get That Next Big Raise or Secure That Perfect Position!**

As a career coach and placement expert I have assessment tools to help both employers and potential employees find perfect matches for their companies or for themselves. In addition I also work with management in building effective teams and adding missing team members.

My experience has taught me that career seekers, and job hunters do not often know how to get that first great placement or how to negotiate a raise. So here are some tips from the experts!

Tips:

1. Know the salary range before the interview
2. Everything is negotiable (even parking spaces!)
3. Communication is key (assess and match communication styles)
4. Know yourself – also know what kind of person is needed for the position
5. Assess the interviewer's body language and match their style
6. Hire a coach – prepare for the interview
7. Know what others are making in your field or area of expertise
8. Let the employer know how you are better than most in your field
  - a. Do not exaggerate
9. Have an understanding of your value to the organization – express that
10. Tell the truth
11. Wear your salary range
12. Research the company
13. Be sure you understand your place in the company
14. Ask about opportunities within the company – raises – promotions
15. Ask about internal training and mentorship programs
16. Understand what your limits and boundaries are and know when to say no
17. Negotiate as if you were a third party
18. Realize that negotiating is very much like sales – an objection is only a door opened for education – ask about objections and take the opportunity to address them and sell yourself.

The best advice is have at least one coaching session from a professional coach. They can prepare you for your success!

Contact Mandie Crawford at 1 888 726 3361 for more information on career transition.