

GET PAID

WHAT YOU'RE

WORTH

**NEGOTIATE A RAISE OR
HIGHER STARTING SALARY**

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GET PAID WHAT YOU DESERVE!

Whether you're considering a new job or asking for a raise, *Get Paid What You're Worth* will teach you the salary negotiation strategies to achieve the highest amount possible. This book is jam-packed with insider tips and salary negotiation secrets. You will gain the confidence to approach salary negotiations from a position of strength.

Joel Garfinkle has demystified the process of negotiation. *Get Paid What You're Worth*, you will learn:

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- ⇒ **The 15 dos and don'ts of negotiation.**
 - ⇒ **The 10 common mistakes to avoid during the negotiation.**
 - ⇒ **Joel's 22 proven strategies for negotiating the highest amount.**
 - ⇒ **The 8 best times to negotiate, and how to capitalize on them.**
 - ⇒ **The 8 prerequisites for an employer to understand what you're really worth.**
 - ⇒ **Five of the most common fears that make you reluctant to ask for a raise.**
 - ⇒ **The 4 things your company considers when giving a raise.**
 - ⇒ **The 52 benefits, perks, and concessions to negotiate.**
 - ⇒ **The 10 objections to prepare to overcome.**
 - ⇒ **Seventeen things to consider before accepting a job offer.**
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By following these proven salary negotiation strategies, you can obtain the salary that matches your market value. It's time you get the salary you deserve.



Joel Garfinkle is recognized as one of the top 50 executive coaches in America. Global Gurus named Joel #14 on its list of the top 30 global coaching experts. He is also a Master Certified Coach (MCC) — the highest level of achievement in coaching — and author of 11 books and over 300 articles on leadership. His client list for coaching and corporate training includes Google, Amazon, Starbucks, Bank of America, Microsoft, Oracle, Deloitte, Ritz-Carlton, Genentech, NBC, the NBA, and many other prestigious companies.