

# WHAT ARE YOU *Really Worth?*

**HOW MUCH SHOULD YOU BE MAKING?** Are you underpaid by hundreds or thousands of dollars each year? What benefits should you receive and what are they worth? Are you prepared to deal with issues relating to stock options and equity incentives? How can you get employers to pay you what you're really worth?

If you've not raised these questions, perhaps it's time to do so with the help of *Give Me More Money!* Here's the book that answers the most important questions about how you can increase your paycheck. Whether applying for a job or seeking a raise or promotion, few people know what they are really worth. They frequently underestimate their value, believe salaries are predetermined, avoid talking about money, and fail to adequately negotiate salaries, benefits, and raises.

At the same time, employers tend to keep salaries and their decision process secret. How they calculate your value, and the value of the position, largely determines what salary they will offer you.

How, then, do you determine your value and negotiate a salary that truly reflects your real worth? Offering insightful analyses and clear prescriptions for salary success, the authors reveal the major ingredients for determining salaries: secrecy, salary history, salary requirements, salary ranges, and negotiating tactics. They dispel numerous myths, outline key salary mistakes, and review major compensation trends in the process of revealing how to:

- acquire salary information and figure your worth
- respond to applications requesting salary history
- handle tough Interview questions
- negotiate a higher salary and terms of employment
- finalize the job offer and follow up with finesse

Filled with insightful analyses, cutting-edge strategies, revealing examples, useful sample dialogues, and current salary data, this book can make a big difference in every job seeker's compensation package. Indeed, you'll quickly know what you're worth—and you'll get it!

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