

GET THE JOB

Negotiate the Job

When you're conducting a job hunt, it can be tempting to accept the first offer you receive. While gaining employment is the primary goal, learning to negotiate can lead you to exciting benefits that a hiring manager may not present initially.

To understand the importance of negotiating a job offer, consider these statistics from the organization, Learn How to Become.

- Fifty-two percent of men accept a salary without negotiating compared to 68% of women.

- Fifty-nine percent of workers did not try to negotiate the wages for their current job.

- Thirty-eight percent of millennials negotiated their first job offers compared to 48% of Baby Boomers.

- Those who forgo negotiations for a better salary can miss out on an additional \$1 million in their lifetime.

BE PREPARED

Researching an industry and a company is of the utmost importance during a



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job hunt. You should know what others in similar roles are earning based on their experience and education. If you plan to negotiate for a better salary or more attractive benefits, it's crucial not to go beyond your actual requirements.

AVOID DISCUSSING PERSONAL ISSUES

Never allow personal struggles to become a factor in asking for higher earnings. While debt may be the driving force behind your negotiations, your strategy should center

around the facts of why you deserve a better offer.

MORE THAN SALARY

Financial compensation shouldn't always be at the forefront of your negotiations. Instead, ask the potential employer about non-monetary compensation in your offer.

For instance, you may inquire about resources like further training or development to enhance your qualifications in the industry. This shows the hiring manager that you are dedicated to becoming

a more efficient employee, rather than taking the job strictly for salary purposes.

SHOW YOUR VALUE

As you negotiate for better working conditions before accepting a job, make sure to show your value to a new company confidently. Highlight how your hands-on experience and training make you the absolute best fit for the role.

Make sure you can show your worth by providing proven facts of how your performance enhanced a previous

employer. To assist you, reach out to personal or professional connections to draft a letter of recommendation to showcase during discussions.

KNOW WHEN TO WALK AWAY

When a hiring manager is unwilling to budge on their initial proposal, don't be afraid to walk away and continue your job hunt. However, before you dismiss an offer, you should come to a firm decision that it is too low compared to the market and your qualifications.

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HOT JOB PROFILE

BARBERS, HAIRSTYLISTS, AND COSMETOLOGISTS

Number of jobs in 2018: 766,100

Job outlook, 2018-28: 8% (faster than average)

Employment change, 2018-28: 63,900

The role: Barbers, hairstylists and cosmetologists provide haircutting, hairstyling and a range of other beauty services.

Education required: All states require barbers,

Source: U.S. Bureau of Labor Statistics

hairstylists and cosmetologists to be licensed. To qualify for a license, candidates are required to graduate from a state-approved barber or cosmetology program and then pass a state exam for licensure.

The need: Population growth will lead to greater demand for hair care services.



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