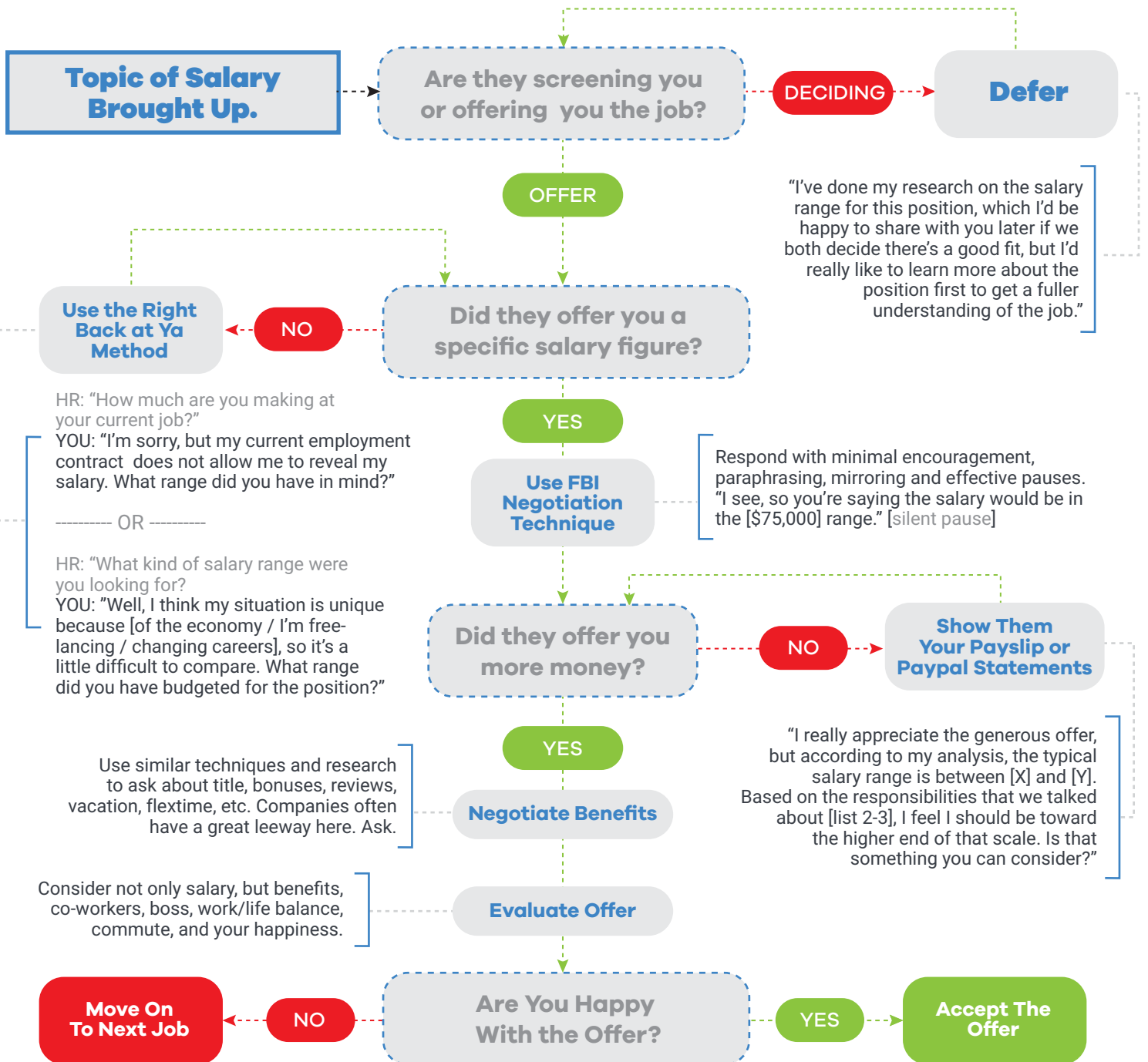


SALARY NEGOTIATION CHEATSHEET

Before You Start:

- 1. Target a job you are passionate about.
- 2. Determine the salary range using personal networking, online research and social media.
- 3. Do your industry research.
- 4. Don't give salary history on an application. Write "To be discussed during interview" or "Negotiable."



Give the details in writing and give them a timetable to start.