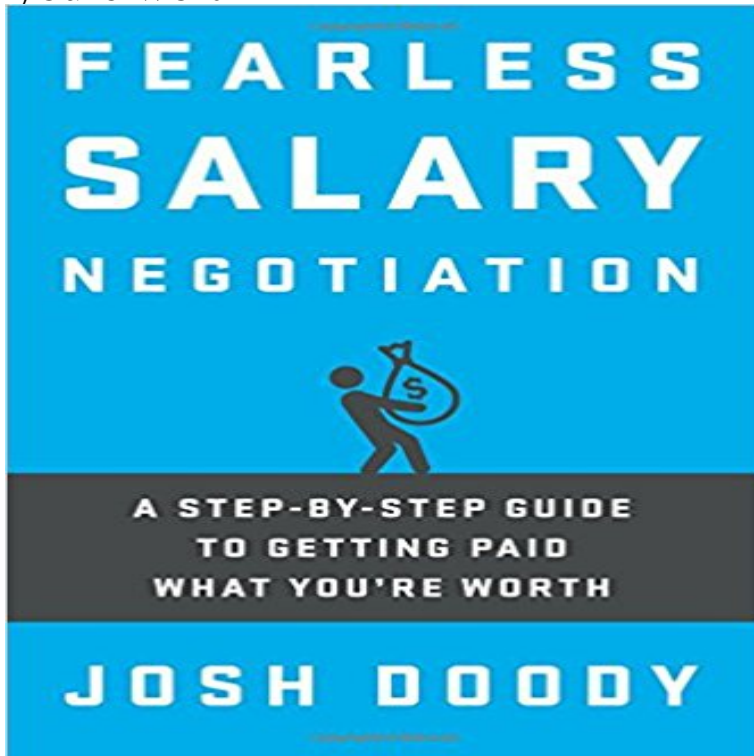


# Fearless Salary Negotiation: A step-by-step guide to getting paid what you're worth



Salary negotiation doesn't have to be scary - it's a skill you can learn, practice, and improve. Read *Fearless Salary Negotiation*, take notes, then follow Josh Doody's step-by-step negotiation process. Your future self will thank you. - Josh Kaufman, bestselling author of *The Personal MBA* and *The First 20 Hours*

*Fearless Salary Negotiation* is a step-by-step guide to getting paid what you're worth. But it's also something deeper--it's an exposé on how companies determine salaries and job titles, and how they think about raises and promotions. It is a roadmap showing you how to successfully bridge the chasm between what you know about salaries, job titles, and pay structures, and how they actually work so you can maximize your salary. What's inside? *Fearless Salary Negotiation* shows you...

How to get your next raise--A clear process to estimate your market value and make a compelling case that your salary should be adjusted to reflect that value. How to ace your next interview--Salary negotiation begins with the application and interview process. Acing your interview puts you in a position to command a higher salary. How to negotiate your new salary--You should negotiate your salary, not just accept the first offer you get. You'll get a clear plan for your salary negotiation to maximize your pay. How companies manage their salary structures--When you know how companies structure their salaries, salary negotiations, promotions, and raises make a lot more sense. How to estimate your market

value--Understanding the market value for your skill set and experience is critical to the negotiation process. How to leave your job on the best possible terms--Its important that you dont burn any bridges when leaving your job. Your future salary negotiations could depend on your reputation. How to get your next promotion--An easy-to-follow process to demonstrate that you're already doing the job you want, then present a rock solid case and ask to make it official. For each topic, you'll get specific tactics and precise steps you can take to get paid what you're worth. You'll also have access to tools and other resources like worksheets and email templates to help you implement what you learn. What people are saying about Fearless Salary Negotiation Thanks to Joshs book, I was able to increase my salary by 10% with a single email. This is the most valuable email Ive ever sent, and I wouldnt have sent it if it wasnt for this book. - Justin Abrahms, Senior Software Engineer Joshs advice helped me land a better job and a bigger salary with more benefits than I even thought possible. - Eric Macam, Project Scientist Josh has built a very successful career, first in engineering and now in project management. Im glad hes finally writing about it so others can learn from his success! - Ryan Delk, Entrepreneur

I would have left a lot of money on the table without this book. - Dan Brothers, Territory Manager

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