

One Hand Rules of Salary Negotiation

- 1) Postpone Salary Talk until There Is an Offer**
- 2) Let Them Go First**
- 3) Repeat the Number, or Top of the Range, and Be Quiet. (Hmmm)**
- 4) Give Your Researched Response**
- 5) Clinch the Deal and Deal Some More**

By Jack Chapman
~~Lucrative Careers~~

"Negotiating Your Salary: How to Make \$1000 a Minute"

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