

Successful Salary Negotiation Workshop

● **Keynote Speaker:**

Nicole Husband
VP of Human Resources,
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President (2015 - 2016),
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10 A.M. - 12 P.M.

USU-LA ROOM A



SALARY NEGOTIATION WORKSHOP: Learning how to successfully negotiate a first job offer could mean a major increase in lifetime earnings for new graduates. An employee who successfully asks for 5% salary bump on a \$40,000 job offer when they are 22 will make an extra \$170,000 by the time they retire at 65, based on average annual salary growth of 3%.

THIS WORKSHOP WILL COVER:

- The right reasons to negotiate salary
- How to explore your worth
- When to negotiate & how to negotiate
- How to deal with salary objections
- How to evaluate an offer and/or multiple offers



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