



Your Negotiation Planner.

**A guide to help you to take
control of your career & your future.**



**Over the last
year, The Salary
Coach has helped
clients achieve a
cumulative uplift
to their salaries of
\$13,045,030**

**Failure to
negotiate your
salary can cost
you hundreds
of thousands of
dollars over the
life of your career**

That's lost dollars that could help improve your lifestyle now, as well as dramatically increase the value of your superannuation.

Like anyone, RK* is not immune to self-doubt. It was for this reason they found themselves working with The Salary Coach.

Through working together, their confidence vastly improved. They came to realise that they were creating substantial value for the organisation, that until coaching, they'd not been able to articulate.

Fast forward three weeks later, they were in the race to land a new role in the company. Their confidence to advocate for their worth, together with their newly uncovered emotional intelligence saw them step into the interview and negotiation with confidence.

Within a week they had negotiated a salary increase of \$20,000, along with an increased bonus and significant share options. Over the balance of their career, this increase, would equate to more than half a million dollars in salary, shares and superannuation.

“100% endorse Catherine - her coaching works”

- RK, another The Salary Coach success story

Your Negotiation Planner

Preparation makes the best foundation for a successful negotiation. If you're preparing for a salary negotiation, this template is one of the best tools in your preparation arsenal.

Complete each section. Once you're happy with the written content, it's time to hit the mirror and rehearse!

Your Negotiation Stepping Stones

Step 1. Outline the situation

Step 2. Define what you want to achieve

Step 3. Develop your action plan

Step 4. Consider your contingency plan

Outlining the situation

Step 1 / Step 2 / Step 3 / Step 4

Write a description of the work situation where the salary conversation will take place. Consider the following:

- What does your current role and salary look like?
- What do you want to change about your role and/or salary?
- What value do you bring to your work?
- What are your core strengths?
- Why should you receive a payrise?

Description

Situation

Defining your goals

Step 1 / **Step 2** / Step 3 / Step 4

What do you want to achieve?

Consider the following:

- What payrise are you looking for?
- What other benefits would you like?
eg. Flexibility, Working from Home etc

Ensure your goals are SMART:

S specific, significant, stretching.

M measurable, meaningful, motivational.

A agreed upon, attainable, achievable, acceptable, action-oriented.

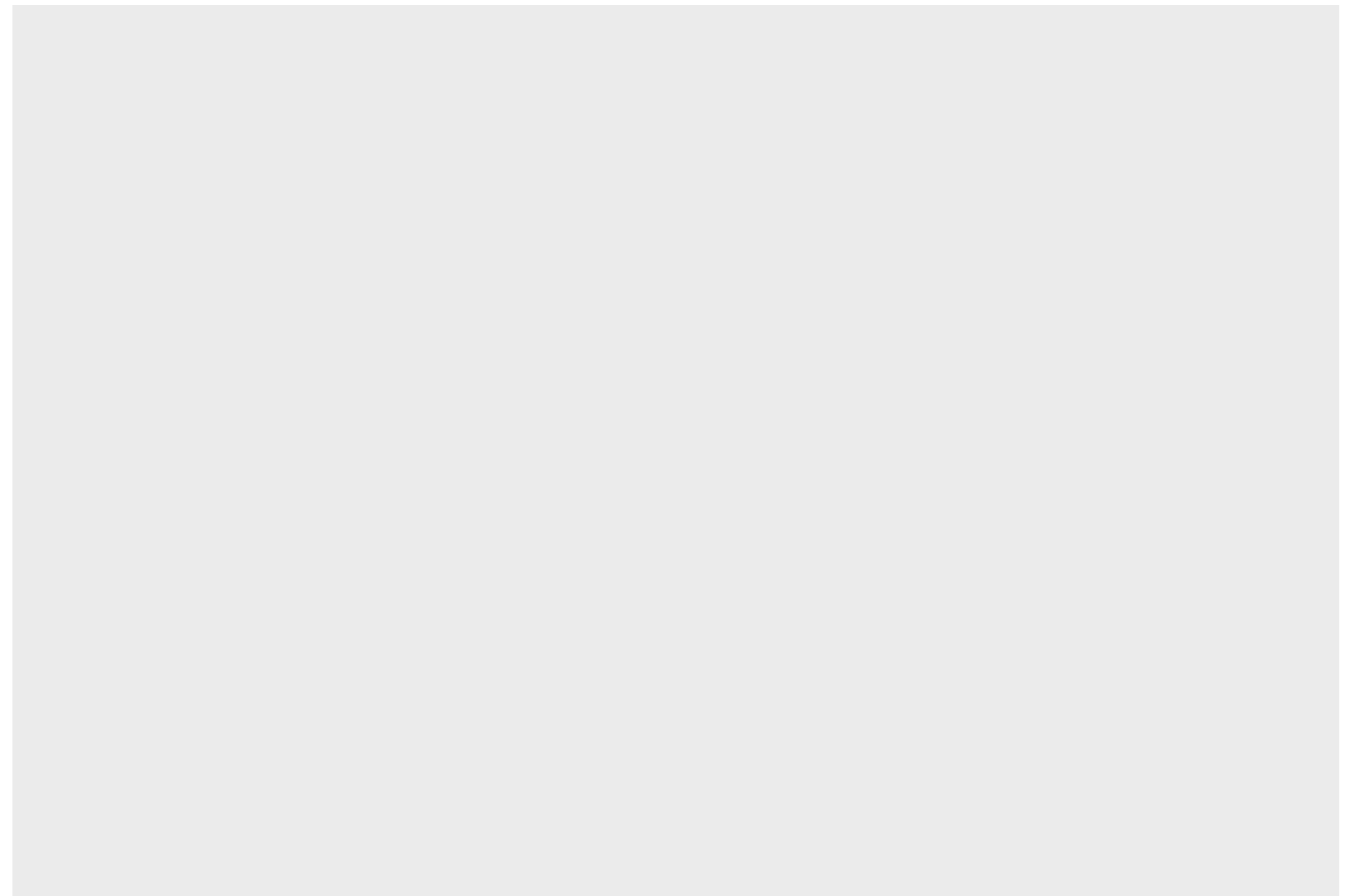
R realistic, relevant, reasonable, rewarding, results-oriented

T time-based, time-bound, timely, tangible, trackable

Defining your goals

Step 1 / **Step 2** / Step 3 / Step 4

How will you know when you have achieved your goal? What will your work life look like? Describe it in as much detail as possible.



Developing your action plan

Step 1 / Step 2 / **Step 3** / Step 4

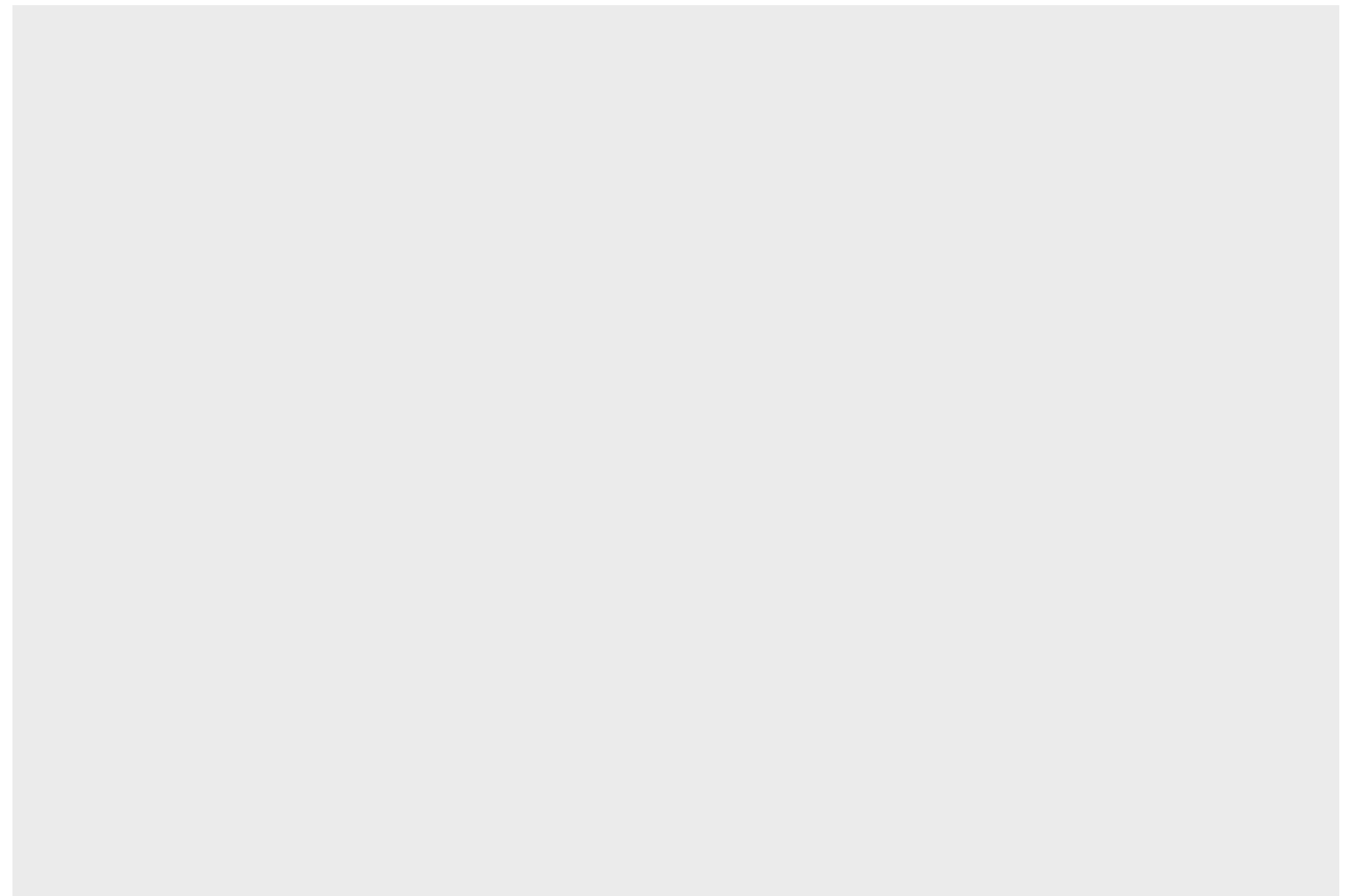
Consider the following:

- What steps will you take to negotiate your salary?
- What other information do you need?
eg. Salary and Market data
- What communication methods will you use to initiate and progress your goals?
- Do you need to factor in external support, mentoring and coaching

Developing your action plan

Step 1 / Step 2 / **Step 3** / Step 4

**What is your best case scenario?
Write down in detail the best result
that could happen as a result of your
salary negotiation.**



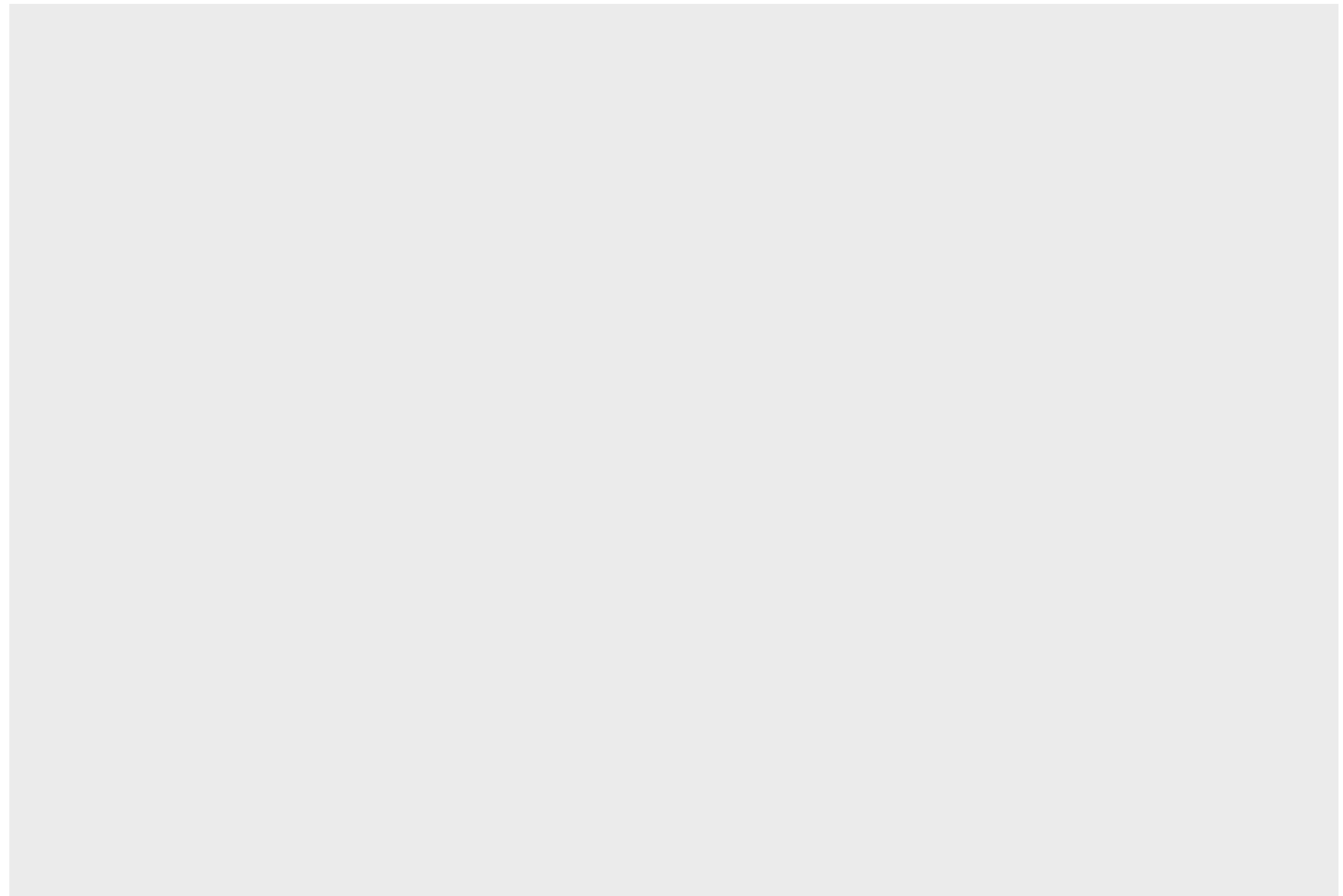
Contingency Planning

Step 1 / Step 2 / Step 3 / Step 4

What will you accept if you are not able to secure your best-case scenario?

What are your non-negotiables which will not be acceptable?

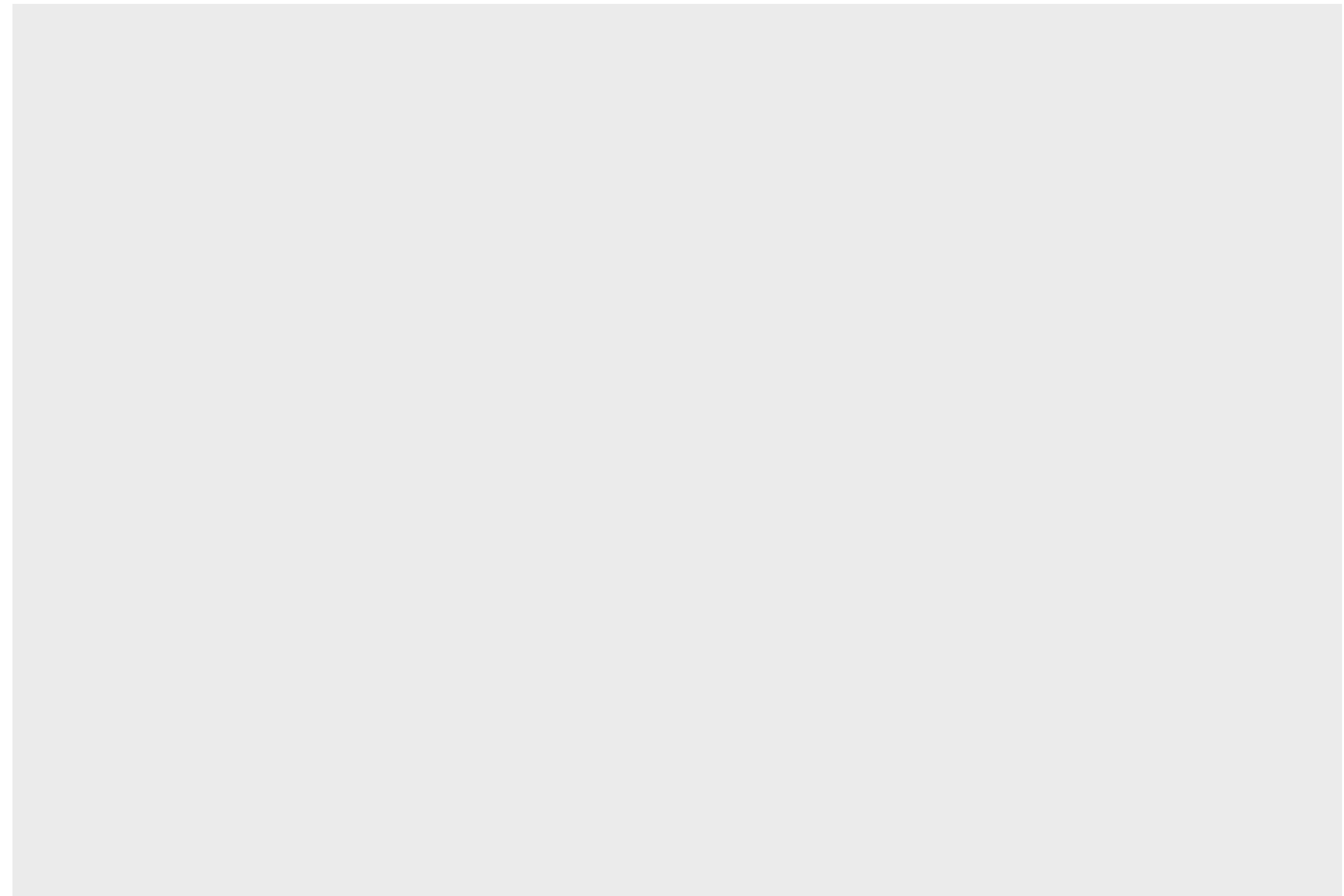
What are you willing to compromise?



Contingency Planning

Step 1 / Step 2 / Step 3 / Step 4

What is your worst-case scenario? And how will you 'walk away' professionally?



**Now you've
got the plan,
it's time to
activate it**

Need additional support?

The Salary Coach can help you!

Our Exclusive Offer

**Click here
for your
free call**

Curious about the Salary Coach's services but unsure of whether it will work for you? Take advantage of the free 20-minute discovery call.

Let's chat and discuss how we can support you to reach your salary and career goals. This is a completely obligation free service we offer to professionals considering the Salary Coach services.

Meet The Salary Coach

Catherine is a human resources expert who has worked with some of the most career minded and ambitious Australians. For more than 30 years Catherine has worked in the fields of human resources, sales, business and change management across the IT, insurance, government, petroleum, banking, telecommunications, health and wellness industries.

As an expert coach, Catherine has worked with thousands of individuals to refine their focus, overcome career development blocks and progress their impact at work.

Contact Catherine before your next salary negotiation.



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Why The Salary Coach?

Even the most seasoned professional can struggle with making a case for your value. With the Salary Coach, you'll learn how to make a case for your career under all kinds of conditions. Don't let what-ifs and maybes define your future prospects. Gain the information and the skills you need to build the kind of career you want, now and in the future.

So what are you waiting for? Uncover your value with The Salary Coach today!

One client's results

After a 1:1 Salary Coaching session a client negotiated a **\$30,000** increase for a new job in the same organisation. They have another 20 years ahead in their career. That **\$30,000** increase adds up to **\$600,000** (before tax) over the 20 years AND on top of that adds a further **\$73,000** in superannuation.

Plan your future with us today

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