

# 6 Key Salary Negotiation Tactics

Here are the six key tactics to use when you negotiate your job offers. Learn more at [FearlessSalaryNegotiation.com](https://FearlessSalaryNegotiation.com)



**1**

## Ask for time to consider the offer

This will give you time to plan next steps. A few days should do it.

**2**

## Set your walk-away number

What's the absolute minimum salary you'll accept for this job?

**3**

## Determine your counter offer

Slightly overshoot their top line. 10-20% will usually do the trick.

**4**

## Write your counter offer email

Include your counter offer amount and a brief summary of your case.

**5**

## Prioritize your non-salary benefits

What's most important to you? Vacation, signing bonus, equity?

**6**

## Script your Final Discussion

Plan for each response you'll get from their offer to your counter.