



## 4 STEPS TO NEGOTIATING YOUR SALARY

Courtesy of AAUW



1. KNOW YOUR VALUE.



2. KNOW YOUR TARGET SALARY AND BENEFITS.



3. KNOW YOUR STRATEGY.



4. PRACTICE, PRACTICE, PRACTICE!

Find out how to bring an AAUW Work Smart salary negotiation workshop to your community.

[www.aauw.org](http://www.aauw.org)

AAUW  
**WORKSMART**  
salary negotiation for women