

On your way to... Negotiating Your Salary



On average, women in Massachusetts earn 83¢ on the \$1 compared to men. Here are 4 things to keep in mind when negotiating your salary.

1 Pick a salary range.
Research what similar jobs make in your area.

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ENTRANCE



2 Remember to negotiate benefits:
vacation time & health care.

3 Know your rights.
Employers can't ask
about your salary history.



4 Do what's comfortable.
If negotiating in person makes you
nervous, you can always follow up later.



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