# Negotiate Your Salary — Cheat Sheet

Bonus one-pager for uniquestoremarket.com's “How to Negotiate Your Salary with Confidence” guide

## The five chapters, in order

1. **Find your number (Ch. 1)** — research a range, then set a target, a floor and a walk-away from ads, a survey and people in the role.
2. **Build the Evidence File (Ch. 2)** — three specific, quantified achievements, one sentence each, that justify your number.
3. **Answer the expectations question (Ch. 3)** — give a researched range whose bottom you would genuinely accept.
4. **Rehearse the three answers (Ch. 4)** — have a prepared response to yes, to no, and to “not right now”.
5. **Get it in writing (Ch. 5)** — send a short same-day email with the number and effective date; know your options if it's a no.

## Before you start this week

- Write down the number you'd be pleased with before doing any research, then collect three real data points: ads, a survey figure, conversations (Ch. 1).
- Write your target, floor and walk-away on one page, each with its evidence beside it (Ch. 1).
- Write the unfiltered list of the last 12–18 months, then compress three items into one sentence each, with a number where possible (Ch. 2).
- Write your range sentence and a one-line deflection, and say them aloud until they sound unremarkable (Ch. 3).
- Write your yes, no and not-now responses, rehearse them aloud, and draft your follow-up email with blanks (Ch. 4, Ch. 5).

## Pitfalls the guide names

- Stating a range whose floor you'd resent — any number you give must be one you would genuinely accept (Ch. 3).
- Deflecting the salary question twice — once is fine, twice reads as evasive (Ch. 3).
- Accepting a “not now” with no date and no measure attached — it's a no wearing a friendlier expression (Ch. 4).
- Accepting a no while staying resentful — it gets noticed and costs you the next increase too (Ch. 5).

Full guide: uniquestoremarket.com/negotiate-your-salary-with-confidence