

## Case Study: Salary Negotiation

We helped "Samantha Ataeva" (name redacted per her request) to bump her offer from \$80,000/year to \$160,000/year.

### »»» Here's what she had to say about our work:



### Let's look at Samantha's numbers:

- Her current salary: \$120,000/year
- The median pay where she lived: \$155,000
- The initial offer she got: \$80,000
- Her goal: \$160,000



## Return on Investment

She invested in our resume writing, interview coaching, and salary negotiation services for a total of \$3000...

... and her pay went up by \$40,000/year

### The Dilemma:

Samantha found the opportunity to be a perfect fit. But the salary didn't meet her expectations. It also didn't reflect the executive-level value she brought to the startup.

### Here is what we did:

- 1 Developed a plan to learn the company's needs.
- 2 Clarified her salary expectations from the start.
- 3 Showed she could help the startup get financially stable. Readjusted their budget expectations for the role.

**Would you like us to help you secure a highly-competitive offer, too?**

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