

## **SALARY NEGOTIATIONS**

We recommend using Quiglies to negotiate on your behalf but here are some tips to bear in mind when it comes to salary:

It's always best to avoid discussing salary in the first interview but if the interviewer asks the question, always be upfront and honest regarding what you currently earn and it's a good idea to have a recent pay slip handy as proof of earnings.

When the time comes to talk about money, it's best to talk about total cost to company so make sure you know what your current cost to company salary is.

Be realistic about what you ask for and be prepared to motivate your requests. Quiglies recommends a benchmark of between 10 and 20% increase on your current earnings.