



THE NEGOTIATOR

LEARN THE SKILL OF CONFIDENT NEGOTIATION
TO GO FOR NO AND GET YOUR YES

CONSIDER YOUR OPTIONS

YOU HAVE OPTIONS

What do you do now that you have one or two job offers in hand? What do you do now that you've been offered a promotion? You have engaged in the negotiation process. Do you keep looking? Do you accept it?

You have options. You can say "Yes!" You can say "No." You can continue to negotiate. This is your opportunity to Own Your Worth and make decisions from a place of confidence. As you weigh your options, consider all you have learned on this journey.

Review your answers in the Negotiation Prep eBook from Module 1. Review your contributions, your value, your ideal salary range, your ideal "ask" if you were to receive it all.

Are you in a position to make a decision that feels grounded in truth and intuition? How does this offer, raise, or promotion stack up against what you originally created in terms of your ideal outcome? Does it align with the salary range that you outlined for yourself? We don't always get everything we want, but coming close is sometimes enough.

- ➊ **What's most important to you at this point in time? How does this offer compare to your ideal "ask?"**

EMPOWERED TO DECIDE

Does your new job offer align with your core values? Does it align with the work culture you have been seeking? Is there anything missing?

How does it feel to say yes to a new company or a new team or a new paycheck? Is your decision based on the fact that you feel excited and motivated to move forward? Predict how you will feel three months from now, six months from now, or a year from now? Based on what you know about the company or the boss you'll be working with, does it feel good to say yes?

- 2 **Is this the right opportunity for you right now? You are empowered to make this decision. Can you move forward wholeheartedly?**

BE ALL IN

If you're going to say yes, be all in. If you still have one foot in and one foot out, or if you're still questioning whether you could make more money if you waited for a different offer, ask yourself, "What's holding me back from being all in?"

Review the [25 Questions to Ask Before You Say Yes](#) ebook from Module 4 for interview questions to consider asking your employer if you haven't done so yet. Answers to these questions will help you determine if what's being offered to you is a good fit for you right now.

- 3 If you don't say yes, then what? What are your other options right now?

MOTIVATING FACTOR

What's the motivating factor for you to say yes? Is it rooted in your wants, needs and desires? Are you feeling pressured? Do you have external pressure from a friend, a family member, or spouse that you should take a job offer that was extended? Get clear on what's motivating you to say yes. If a company is pressuring you to say yes to an offer, take a step back. Ask why they need an answer by tomorrow? You can always ask for more information and time.

- ④ **What is your motivating factor? Is it centered around your wants, needs, and desires? Or is it coming from someone else?**

REFLECT ON THE PROCESS

Do you feel as if you've been heard in the negotiation process, even if you didn't get everything you asked for? If you don't feel like you've been heard or that you have been mistreated in any way during the negotiation process, consider whether or not you want to join this organization or team.

- 5 What evidence do you have that you have been heard in the negotiation process?

OPTIONS

Whatever your offer, you can choose to say “no” and walk away. You can continue your search, if that’s important to you, or given the information you have, if you feel confident saying yes, you can graciously accept the offer.

Give yourself permission to choose. Trust that no matter what happens, you are resilient. You always have options. You can negotiate again or you can find a new job. If you have received only one job offer, and you’re not sure if you should say yes, give yourself permission to go out on the market and talk to some more companies.

“YES” SCRIPT

SAMPLE YES SCRIPT:

“Thank you so much for this opportunity. I am delighted to accept the terms of this offer and excited to be a part of this team. This interview process has confirmed my belief that your organization is a fantastic place to work and I am eager to contribute my skills in a positive way. I want to confirm my understanding of the terms of this offer and to inquire about next steps in the onboarding process. Again, thank you for this opportunity and for your trust and confidence in my abilities.”

- 6 Consider ways to say yes with confidence and appreciation. Write your YES script here:

“NO” SCRIPT

SAMPLE NO SCRIPT:

“Thank you so much for giving me this opportunity. Thank you for allowing me to negotiate. After I’ve considered the final offer, I just wouldn’t feel comfortable moving forward with what’s presented, and I’ll have to decline. I appreciate your support and I look forward to keeping in touch in the future.”

- ⑦ Consider ways to say no gracefully without burning bridges. Write your “NO” script here:

CELEBRATE

No matter what your final decision, it's time to celebrate. You owned your worth! You realize your value! You prepared and researched and built your self-confidence along the way. You made your ask and you are now a NEGOTIATOR! You did it!

Take time to celebrate yourself. Acknowledge the work and effort you have invested in this process.

- 8 **How did you step into your power? How did you own your worth? What action did you take that you feel proud about? How did you show courage? How did you advocate for yourself?**

- 9 What new knowledge and skills do you now have that you can use moving forward? With whom do you want to share your celebration?

Celebrate the investment you have made in yourself. You are worth celebrating!

Cheers to you!



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