

Challenge Planner

Day 1	<i>Use Salary.com to start the research process on what I should be making.</i>
Day 2	<i>Review [a niche website] to find additional compensation data.</i>
Day 3	<i>Use PaycheckCity.com to compare my current take-home pay to my desired take-home pay.</i>
Day 4	<i>Figure out where I am NOW. Write down my total compensation: salary plus bonuses received in the past month. Calculate the financial impact of PTO, health insurance, and disability insurance benefits.</i>
Day 5	<i>Evaluate salary research compared to my current compensation (salary, bonus, benefits). How do I stack up?</i>
Day 6	<i>Make a list of the top 10 reasons why I'm worthy of the salary I'm seeking in the new role.</i>
Day 7	<i>Look at other job postings for the type of position I'm seeking. Evaluate whether the compensation being offered matches my research.</i>
Day 8	<i>Spend 15-20 minutes role-playing negotiating a starting salary.</i>
Day 9	<i>Practice answering the question, "What is your desired salary?"</i>
Day 10	<i>Write out a salary range I'd consider, where the bottom number is the minimum I'm willing to accept.</i>
Day 11	<i>Prepare a question to ask in response to the question about what my desired salary is.</i>
Day 12	<i>Spend 15-20 more minutes role-playing negotiating a starting salary.</i>
Day 13	<i>Assess what non-cash benefits I could negotiate if my salary request is not met. (Prioritize in order of preference, from most desired to least desired.)</i>
Day 14	<i>Prepare a written summary of my current vs. desired compensation (including non-cash compensation).</i>