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Ellen followed my advice and got an initial six-figure offer. She then went in and negotiated. The employer came back and offered \$20,000 more.

Think You Can't Negotiate Salary Right Now? You're Wrong
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Six Figures or not, this little book has several great ideas for consideration during negotiations at any salary level. The overall thrust is predominantly about personal values assessment and fit with the company under consideration.

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Age: 31 Current Location: San Francisco, CA Current Industry & Title: Technology, Head of Support Starting Salary: \$45,000 in 2009 Current Salary: \$146,000 Number Of Years Employed: 10 Biggest ...

Salary Story Of A Six Figure Tech Employee
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Six Figure Salary Negotiation von Michael Zwell. eBooks ...
So successful has Don been at manipulating employers that one year he wangled two different six-month severance packages. "I made 12 months in severance pay and worked only five months," he wrote.

How To Negotiate Your Salary - Forbes
"In the boom times, taking a pay cut was looked at askance—that you did something wrong in terms of career development," says Michael Zwell, PhD, CEO of organizational development consultancy Zwell International in Glenview, Illinois, and author of Six-Figure Salary Negotiation: Industry Insiders Get You the Money You Deserve. "Now, you have a strong case to make if your company made significant cutbacks and you took a job that, given the market, was the best available job to support ...

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