

# LEADERSHIP AND CAREER COACHING

THE PMB GROUP

## SALARY NEGOTIATION



## Our Philosophy

Money matters have always been discussed with discretion- from the days of allowances to the days of flea market bargaining.

The greatest asset one can have during a negotiation is understanding the value of something. The second greatest asset is strategic planning.

### Our Focus

- ✓ IDENTIFYING JOB WORTH
- ✓ UNDERSTANDING BENEFITS VALUE
- ✓ DISCERNING MARKET RANGE
- ✓ NEGOTIATION TACTICS
- ✓ EMPLOYER/EMPLOYEE ROLE PLAY