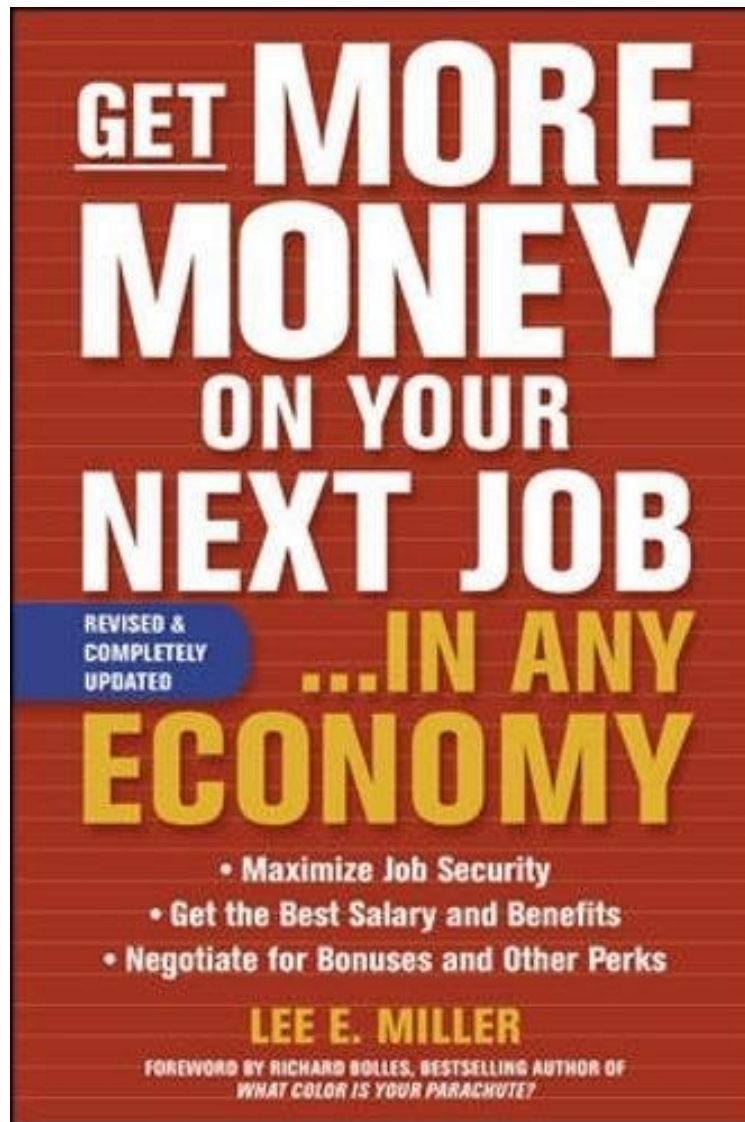


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Lee E. Miller

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Lee E. Miller : Get More Money on Your Next Job... in Any Economy before purchasing it in order to gage whether or not it would be worth my time, and all praised Get More Money on Your Next Job... in Any Economy:

2 of 2 people found the following review helpful. Love this bookBy HilaryThis book just helped me negotiate a better employment offer for myself. I got the increased wage that I asked for and written clarification of the work location and my reporting relationship.I didn't get a severance package, I was told nobody has one, but I am not leaving one employer for another. I'm just adding a client, albeit an important one.I love that this book talks so much about what to

say, not simply how to say it. I feel like it gave me the confidence to tell myself, "Hey, these people want to hire you so try to get the best deal you can." My guess is that now I'm in a better position to ask for more once I prove myself. As a woman, negotiating pay is extremely important. This book does a great job of explaining how to get what you want while also preserving goodwill between yourself and the employer. Five stars. 0 of 0 people found the following review helpful. Easy read with a wealth of useful information. By Russel Sterling This book was easy to read and full of great information. While a lot of the content seems to apply only to high level executives, a lot of what is discussed really can apply to whatever position you're looking for. I am nowhere near executive level and found many tips and tricks useful for negotiating. Even just reading about all the different tactics gave me much needed confidence in what I was doing. This book will be most useful if you are starting to look for another job. There is information on how to handle the "money question" in interviews so it's well worth getting this book before you actually start the interview process. This book will easily pay for itself when finding a new job. 2 of 3 people found the following review helpful. A Must in Today's Wintery Economy By Rick Hubbard For you, and me, this book is just in time! Harvard-trained attorney and Fortune 500 HR Executive, Lee E. Miller, has written the book all of us--regardless of whether we're unemployed, employed and looking, recent college graduate, etc.--should read and keep at the ready. In a direct, practical engaging manner, Miller equips the reader with the special knowledge to negotiate the "total compensation package" we desire. He reveals how to turn frustration into fungible compensation. How to create leverage when we feel we're at a disadvantage. How to focus our preparation, gain an understanding of what to expect, and use that special knowledge to influence compensation negotiation in favorable ways. He also reveals common mistakes that we've all made, and should avoid, which have sapped--literally--millions from our net worth. By the time you've read the first 14 pages of this book, it will be clear: compensation negotiation is not something we have properly learned, practiced, prepared for, or have perfected. Be sure to read the chapter on page 27 ("Beyond Research") in which Miller lays out ways to offset the disequilibrium between employer and employee. Are you--like me--flummoxed when asked "What's your current salary?" See the first of Miller's 25 strategies (p. 52). Strategies 4 5 combine to build the value of the position (and your incumbency) in the mind of the employer...which translates to higher-valued compensation packages. As a Technology Executive with a decades-spanning career, I can say without hyperbole: had Miller published this book earlier in my career, it would have meant millions to me. It will for you too.

GET PAID WHAT YOU DESERVE! Lee's book is a must-read for anyone who wants to be adequately rewarded for the value his or her work generates. --Los Angeles Times If you're not sure that mastering the art of negotiation is important, consider this: getting \$2,000 less in salary at age 25 could amount to \$200,000 in lost salary by age 65. In his mid-20s, Lee Miller got himself a 50 percent salary increase in the midst of what was the worst recession since the 1930s. Since then, he's become a top career advisor, steering hundreds of employment agreements. Here he shares all the how-tos that can help you land not only the work you want but also more money and better benefits, bonuses, and perks. You'll learn how to: Use the Internet to find and assess potential employers Enhance your desirability and leverage Develop your best negotiation strategy Time salary discussions to maximize your control of them Seal the deal Why leave money on the negotiating table when it can be yours? This practical, timely book is your first step to getting what you deserve on your next job or a substantial raise in your current position. "Lee's book is a welcome addition that adds fresh dimensions. His words are a must-reading for anyone who wants to be adequately rewarded for the value his or her work generates." --Joyce Lain Kennedy, Los Angeles Times Syndicated Columnist "Miller's wisdom abounds in this book and he touches on things that others have not." --Judy Rosemarin, The New York Post "A new book that goes the distance on (salary negotiations) is Lee Miller's Get More Money on Your Next Job." --Investor's Business Daily

From the Back Cover In today's economy, you'll need more than that new job or title. . Get paid what you deserve! . . . If you're not sure that mastering the art of negotiation is important, consider this: getting \$2,000 less in salary at age 25 could amount to \$200,000 in lost salary by the the age of sixty-five. . . . In his own mid-20s, Lee Miller got himself a 50 percent salary increase--in the midst of what was the worst recession since the 1930s. Since then, he's become a top career advisor, steering hundreds of employment agreements. Here he shares all the how-to's that can help you land not only the work you want, but more money, and better benefits, bonuses, and perks. You'll learn how to: . . Use the Internet to find and assess potential employers. Enhance your desirability and leverage. Develop your best negotiation strategy. Time salary discussions to maximize your control of them. Seal the deal. . Why leave money on the negotiating table when it can be yours? This practical, timely book is your first step to getting what you deserve on your next job. About the Author Lee Miller is the managing director of NegotiationPlus.com and the career columnist for the New Jersey Star Ledger.