

[FREE] How to Earn What You're Worth: Leveraging Your Goals and Talents to Land Your Dream Job

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Sunny Bates

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Sunny Bates : How to Earn What You're Worth: Leveraging Your Goals and Talents to Land Your Dream Job
before purchasing it in order to gage whether or not it would be worth my time, and all praised How to Earn What You're Worth: Leveraging Your Goals and Talents to Land Your Dream Job:

1 of 4 people found the following review helpful. Sound AdviceBy KrisBates' book gives sound advice in an easy to read style. It speaks clearly to today's job seeker. Her broad experience supports her recommendations and provides

wonderful anecdotes. I found the resume writing information exceptional. This will be a classic career guidance resource for years to come. 1 of 1 people found the following review helpful. **THIS BOOKED HELD MY HAND THRU NEGOTIATIONS** By A Customer I always had a total fear of negotiating, asking questions, asking for more. I didn't really use the beginning of this book because I felt that I am just going to be me in an interview, and if someone does not like me, then, I wouldn't want to work there anyway. But after receiving 2 offers from 2 different companies, I did read the last two chapters of this book, which talks about how to decide if you want to accept the offer and how to negotiate for more. **THESE TWO CHAPTERS WERE AMAZING.** I literally read these chapters over and over, highlighting and making notes. I would read a section again for motivation right before picking up the phone to negotiate. The important thing is that, I had a **FEAR** of negotiating, of being direct, saying I have problems with this or that, asking for more, etc. And by reading this book, not only did I get over my fear, not only did I continuously make these types of phone calls and have these types of conversations, but I actually negotiated for a better salary! And, I actually had another company really respecting my negotiating savvy which is why they pursued me for days, even after I had already said that I was declining their offer. Another important thing I should note, is I am **NOT** some senior executive. I am literally 2 months out of college and I did not major in business either! People were amazed that I was even negotiating at all and seemed to know so much about the whole offer/negotiation process, being that I think people in my situation and my age, do not normally even attempt to negotiate for these right out of college positions. Not only did this book get me more money, get me the confidence boost of having two companies pursue me, but more importantly it got me over my fear of doing this kind of thing. And now I'm a negotiating machine! An extra \$200/month increase in my rent? \$3 for this sack of oranges? \$400 for this leather jacket? I don't think so... 1 of 1 people found the following review helpful. **The long road and the book that took me ALL THE WAY** By A Customer This book gets back to the basics that we forget along the way and inspired me to re-evaluate MY worth. Page by page I found myself saying "I know that, I knew that" and then saying "well, why the heck haven't I used these skills?!" Not to mention that the book made me take a long, hard look into the person I am, what I had brought to my organization, what I needed to be happy, and the steps that I had to take if I was going to earn MY WORTH.... 6 Months later, withstanding internal executive and managerial changes, I was negotiating directly with the CEO of my company. I demonstrated my **VALUE** and came out of the negotiation earning what I am **WORTH**... a promotion and 35% increase in salary! Sunny, **THANK YOU** for writing this book and sharing your knowledge. I am most appreciative for the help along the way!

An insider's guide to help readers negotiate raises and higher salaries **How to Earn What You're Worth** takes the stress and uncertainty out of the compensation negotiation process. Sunny Bates works from the premise that everyone has a negotiating style that's best suited to his or her personality. She helps readers assess their individual styles and offers pointers on how to build on that as a position of strength. With the help of real-life anecdotes, she coaches readers in all the key technical aspects of negotiations, from researching current salary ranges and determining what your skills are worth to a company, to developing a pre-negotiation game plan and knowing exactly what to look for in an offer letter. She also tells readers how to successfully negotiate: Vacation time, family time, and personal leave Working conditions Telecommuting Employment contracts Stock options and signing bonuses Terms of departure, before the job begins

From the Back Cover Develop a blueprint to cut through the clutter Discover your negotiating style and make it work for you Maximize your value at work Increase Your Value and Get the Money You Deserve Career expert Sunny has the inside scoop on the qualities that make employees stand out from their peers -- the qualities that make them what she calls the **Worthies** - and make them more valuable to their companies and worth more in the workplace. Few people feel they earn the compensation they deserve. **How to Earn What You're Worth** will help you gain the confidence that comes with knowing how to enhance your value, making earning what you deserve is well within your reach. "Trust Sunny Bates to come up with a charming, creative, thoughtful way to describe the career person we all want to be - a **Worthy** -- and then show us all how to be that person." --Marion Asnes, senior editor, Money Magazine "This book is for anyone who wants to make the most out of their career." --John Caplan, COO of Ford Models "Sunny Bates will help you recognize your self worth and guide you towards a more positive, productive, and self-affirming career." --Lillian Vernon, Founding Chairman, Lillian Vernon Corporation "There is no better investment in a person's future than this book." --Jay Walker, Founder, priceline.com "How to get what you deserve and make your employer feel good about it." --Col Tom Tyrrel, USMC (ret), CEO, Intrepid Sea-Air-Space Museum "This book is the perfect advisor." --Cyndi Stivers, Founder, Editor-in-Chief and President of Time Out New York About the Author Sunny Bates, Founder and head of Sunny Bates Associates (SBA), is an expert at recruiting, coaching and cultivating unique talent to enhance corporate value. - one of the premier retained search firms. For the past 15 years, SBA has served businesses ranging from early stage ventures to established multinational corporations in the travel, retail and commerce, publishing, media, and entertainment industries.