WHAT’S MY NEXT MOVE?

Negotiating Compensation and Networking to Ensure Your Next Move is the Right One
Salary Negotiation for Job Candidates

- Arm yourself with data
- Research the company
- Look at alternate options
- Never bluff
- Know when to quit
- Get it in writing
Asking for a Raise

- Show your value
- Research the going rate
- Time it right
- Prepare a Plan B
- Seek answers
Salary Negotiation for Employers

- Offer competitive compensation
- Don’t take too long to make the offer
- Consider other components of the compensation package
- Don’t gloss over signs of a bad fit
2018 Robert Half Salary Guides
- Average starting salary ranges
- Hiring trends
- Compensation packages
Professional Networking Tactics for Success
What We’ll Cover

- What networking is and why do it
- Excuses to not do it
- Overcoming roadblocks
- Setting a strategy
- Online networking
- Your elevator pitch
- Networking in person
- Asking for assistance
- Mistakes to avoid
What Is Networking?

Networking = Making Connections

- Finding ways to help others
- Paying it forward
- Offering your own advice
- Establishing and nurturing mutually beneficial connections
Why Network?

- Great tool for job search
- Way to build skills and knowledge
- Can make your job easier
- “Checkpoint” for work dilemmas
Excuses, Excuses …

I don’t have time

I don’t have the right personality

I don’t know the right people
Excuses, Excuses …

I don’t need a new job

I don’t want to bug people

I don’t know anyone who can help me
Overcoming Roadblocks

- Be realistic
- Break down big goals
- Document progress and results
Setting a Networking Strategy

- Establish your networking goal
- Create a contact list
Online Networking

- Social media has rapidly transformed networking
- Easy and effective way to get started
- Allows you to reach wide audience
In-Person Networking

- Face-to-face interaction builds rapport in a way electronic communication cannot
- In-person networking takes more time and effort – but the payoff is greater
In-Person Networking

- Create a 30-second description of who you are and what you are looking for professionally
- Don’t try to wing it
- Practice, practice, practice
In-Person Networking

- Choose the right events
- Know the audience
- Understand the role of small talk

Hi! I’m Steve.
In-Person Networking

- Remember, it’s not all about you
- Introduce people
- Get a business card
- Follow up
Asking for Assistance

- Offer your help first
- Be specific when making requests
- Show your appreciation

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Networking Mistakes

▪ Not asking for help
▪ Not keeping in touch
▪ Burning bridges
Next Steps

- Keep motivated and stick with it
- Reward yourself and celebrate success
- Keep your sense of humor
- Remember, anyone can network!