

The Top 5 Ways To Find Out What You're Worth



The first step in a successful salary negotiation does not take place at the negotiation table, but at the computer and out in the field — doing your homework. You must be able to answer one crucial question:

How much am I worth?

While you won't end up with an exact number, these 5 resources (all free!) will help you focus on the range to target during your negotiation.

1 Salary Information Sites

There are several salary information sites that can help you pinpoint your worth. Simply enter your relevant information (job title, experience, location, etc.) to find out the salary range. Here are three sites to start with:

salarycom®

Salary.com

 **PayScale**

Payscale.com

 **glassdoor**

Glassdoor.com

2 Job Board Sites

OK, so the job you're interviewing for doesn't list a salary range. What to do? Search online job boards for positions with a similar title, responsibilities, and location and find ones that DO post salary ranges. Start here:

monster.com

Monster.com

careerbuilder.com™

Careerbuilder.com

indeed™

Indeed.com

3 Industry Salary Guides

Independent research companies and trade groups often produce salary guides that reveal the latest compensation data and trends for your specific industry. Some examples:



**Design, Interactive,
Marketing, and PR**



IT Professionals



**Healthcare
Professionals**

4 Internal Networking

Reach out to your network of family, friends, and former co-workers that can connect you with professionals in your industry that can advise you and offer feedback on the research you have done.



Facebook.com



LinkedIn.com



Twitter.com

5 External Networking

Seek out resources beyond your personal network that can provide objective feedback for your job search data. Places to find industry professionals include:



Career Fairs



Recruiters



**Industry
Meetup Groups**