

confidence  
clarity  
purpose  
impact  
growth  
guidance  
better pay



## My Value Communication Guide

Successful negotiation starts with understanding your true value. Let's prepare your strategy.

### Quick Assessment

1. In your current or recent role, what are your most significant impacts? Consider revenue/cost improvements, process enhancements, and team/project successes.
2. Review your resume. Which three achievements best demonstrate your value? List your impact and skills demonstrated.

Achievements	Quantifiable impact	Skills demonstrated

3. Research your target role's salary in sources like Glassdoor, LinkedIn Salary, or industry reports.
4. Beyond salary, what's *most* important to you? Consider: professional development, flexible arrangements, growth opportunities, project leadership, team environment, or others.

### Understanding Your Value Package

Your achievements and priorities reveal your complete value proposition. Focus on communicating concrete examples that demonstrate your impact and align with organizational goals.

### Next Steps

1. Draft TWO impact stories with specific metrics.
2. Research THREE market-rate data points.
3. List your top priorities beyond salary.

---

Ready to build your negotiation skills? Learn about our specialized negotiation training at <https://www.inspiretoexcel.com/services>. **Let's get growing!**