

How To Negotiate Salary After a Job Offer



Negotiating your salary can be a nerve-wracking experience, but it's an important step in advancing your career as a professional equine Veterinary Technician, Assistant, or Support Staff member.

Here are some tips for negotiating your salary effectively:

1. Do your research. Before you enter salary negotiations, research the average salary range for your position and for the location you are interested in. This will give you a realistic idea of what to expect. [The [US Bureau of Labour Statistics](#) offers "Occupational Employment and Wage Statistics." Search for *veterinary technicians* to find National vs local stats, industry profiles, and wage & demand stats.]
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2. Consider your experience and skills. Think about your qualifications and how they compare to other candidates in your field. This will help you determine your value and what you should be asking for.
 3. Know your priorities. Think about what's most important to you in your job, such as work-life balance, opportunities for advancement, or a specific type of work environment. This will help you make decisions during the negotiation process.
 4. Practice your pitch. Before the negotiation, practice what you're going to say. Be confident and assertive, but also be willing to listen and compromise.
 5. Start with a high number. When you make your initial salary request, start with a number slightly higher than what you're willing to accept. This gives you room to negotiate and makes it more likely that you'll end up with a salary you're happy with.
 6. Consider other benefits. If the employer is unable to meet your salary request, consider negotiating other benefits such as extra vacation time, a flexible work schedule, or opportunities for professional development.
 7. Be willing to walk away. If the employer is unwilling to meet your salary request or provide other benefits that are important to you, be prepared to walk away. It's important to value your worth and prioritize your career goals.

Remember, negotiating your salary is a normal and expected part of the hiring process. By doing your research, knowing your priorities, and practicing your pitch, you can negotiate a salary that reflects your value as a professional member of the equine veterinary Team.

AAEVT Career Center Team