

What Benefits Are You Willing to Negotiate For? Compensation Package – Defining the Ideal Job

What is your absolute lowest acceptable yearly salary? _____

What benefits and perks are you willing to negotiate for? Rate your desire for the following.
Determine if they are worth your negotiation efforts.

Income:	Must Have	Nice To Have	Can Live Without
★ Commissions			
★ Performance Bonuses			
★ Signing Bonuses			
★ Yearly Bonuses			

Financial Support:

★ Assistance With Loan Repayment			
★ Corporate Credit Cards			
★ Corporate Product Discount			
★ Cost Of Living Increases			
★ Deferred Compensation			
★ Expense Account			
★ Financial Planning			
★ Legal Assistance			
★ Low Interest/Short Term Loans			
★ Moving Expenses			
★ Profit Sharing			
★ Relocation Assistance			
★ Retirement Plan			
★ Retirement Planning			
★ Stock Options, Investment Plans			
★ Tax Preparation Assistance			
★ Temporary Living Expenses			

Transportation:

★ Car Mileage Reimbursement			
★ Car Payment Deduction			
★ Commuting Expense			
★ Company Car			
★ Frequent Flyer Club			
★ Frequent Flyer Miles			
★ Parking Expense			

Career Advancement:

★ Cross Training			
★ More Frequent Appraisals			
★ Outplacement Assistance			
★ Severance Packages			
★			

Insurance & Health:

★ 3 Months Of Insurance With Job Loss			
★ Disability/Income Maintenance			

Insurance & Health Continued:		Must Have	Nice To Have	Can Live Without
★	Employee Assistance Programs			
★	Life Insurance			
★	Long Term Care			
★	Maternity			
★	Medical/Dental/Optical			
★	Mental Health			
★	Physical Exams			

Educational:				
★	Children Scholarships			
★	Family Tuition Reimbursement			
★	On-The-Job Training			
★	Personal Tuition Reimbursement			
★	Seminars & Conferences			
★	Subscriptions			

Life/Work Balance:				
★	Child Care			
★	Flex-Time			
★	Spousal/Family Travel			
★	Time Off For Military Commitments			
★	Work From Home/Telecommute			

Equipment Support:				
★	Internet/On-Line Service			
★	Laptop or PC			
★	Software Reimbursement			
★	Tools, Machines, Equipment			

Vacation & Holidays & Time Off:				
★	# Of Personal Days			
★	Company Recreation Facilities			
★	Compensation For Unused Time			
★	Family Leave			
★	Length Of Vacation			
★	Maternity/Paternity Leave			
★	When You Can Take A Vacation			

Job Duties & Responsibilities:				
★	Amount/Frequency of Overtime			
★	Amount/Frequency Of Travel			
★	Increased Responsibility			
★	More Contact With Decision Makers			

Memberships/Dues:				
★	Family Membership			
★	Health Clubs / Country Clubs			
★	Professional Association			