

Head Graphic Designer

“I was due to have a meeting about a fulltime role, and the financial package on offer. It was with an agency I had already done quite a bit of freelance work for. They knew me and liked my work, but I hadn't been in an interview situation like this for a thousand years! I wanted to prepare well, to know what questions to ask, how to be in an interview - but also to be able to negotiate the terms and conditions.

Apart from general help with the meeting, you showed me how to negotiate the best possible package. We looked at the variables I had to play with; the hours, the money, the holidays. Also, the number of days per week I would do and the possibility of being able to bring in my own work.

You got me to work out beforehand what my limits were and what I was aiming or pitching for. In other words, the maximum I wanted and the minimum I would accept.

We covered how to phrase my proposals with the “if you can do ABC...then I could do XYZ...” model and then how to get them to respond, with a proposal back to me.

The meeting with the MD was amazing. I aimed high and went for what I wanted. After some discussion, the MD agreed! You said beforehand that most people are not schooled in negotiation, and since I was, it really put me ahead. It was a win for all of us.

I found the rehearsing and the practice that we did very useful indeed. It got things into my head so I could be fluent in the meeting. I could hear myself saying ‘don't say anything more, let him do the proposing now’.

The whole thing gave me a lot of confidence before going into the meeting.

I got the job and with 95% of the terms I wanted, even the 4-day week.”

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This testimony is the transcript of a ‘client review’ phone call and is used with permission.



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