

Salary Negotiation

A preparation-and-practice system your Career Development Ally can run for you — copy, paste, done.



What this playbook does

Most people never negotiate — they get an offer, feel relief, and say yes on the spot, silently leaving thousands of dollars a year on the table. This playbook turns negotiation into a skill with a repeatable structure: know your number, build a case out of evidence, and make the ask calmly. Your AI agent becomes a negotiation coach and researcher.

Inside the roadmap

- **Research your worth** — gather real market data and triangulate a target, a stretch, and a walk-away floor.
- **Build an evidence file** — collect the quantified wins and scope facts that justify the ask, so you argue from proof, not hope.
- **Write and practice the script** — exact words for the ask and the counteroffer, roleplayed until they sound like you.
- **Handle the pushback and close** — lowballs, "budget is fixed," and flat refusals, then get the final offer in writing.

How it works

Every section comes as copy-paste prompts your Ally can run right away — your Ally becomes a data-driven coach that helps you know your worth and make the ask without burning the relationship. If you can copy and paste, you can do this.

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