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**Ask the Experts**

**September 2022**

**Career**

**I am in a very toxic work situation and am desperate to leave. I received a job offer, but it is $20K less than what I am making now. I can afford the pay cut and am considering not negotiating and just taking the job to get out of my current situation. What would you advise?**

Companies expect you to negotiate. Don’t let your fears and stress diminish how valuable you are. Your current situation and your need to leave have no bearing on your talents and skills. Instead, you need to approach this with a clear idea of the value you would add to the company.

* What challenges can you help the company solve?
* What important skills can you add to the company and its team?
* What experience and expertise will you bring to help the company meet its goals and objectives?

If you can quantify the value that you add, even better. Just be prepared to explain why you deserve the salary amount you are requesting.

Here are some articles with helpful tips for negotiating for the salary that you are worth.

* [How to Negotiate Salary: 37 Tips You Need to Know](https://www.themuse.com/advice/how-to-negotiate-salary-37-tips-you-need-to-know)
* [Salary Negotiation Scripts to Counter Any Job Offer](https://www.indeed.com/career-advice/pay-salary/salary-negotiation-script)
* [Salary Negotiation Scripts For Any Job](https://www.glassdoor.com/blog/salary-negotiation-scripts-for-any-job/)
* [10 Dos & Don'ts of Salary Negotiation](https://www.glassdoor.com/blog/10-dos-donts-of-salary-negotiation/)