



Show me the MONEY!

- Make sure the referee has a copy of your resume.
- Money is always a sticky subject.
- Tell them what you are being paid and ask them what they are paying for the role.
- Ask about ALL the aspects to the package – salary, super, car, phone, laptop, parking, training, tolls, professional membership fees, etc.
- If the role comes with a car, ask about the companies' vehicle policy.
- DON'T get greedy and suddenly ask for an extra \$10,000 now that you know you are the 'Chosen One'.
- If you are dealing through a recruiter DO NOT squeeze the recruiter to get you more money at the end of the process - you look greedy and it makes them look weak when they have done so much to get you to this point.
- Never lie about your current or previous salary.
- It can be checked with your references or you could be asked for a pay slip – this is a rare occurrence but it could happen and if you are found to be stretching the truth, you could cost yourself your dream job.
- Remember, if you are being employed in Australia you are being done so under the Fair Work Act which is the LAW and your employer must abide by it.
- I won't go in to the fine details here but it basically means we all get 4 weeks holiday leave, 2 weeks sick leave or personal leave, 9.5% super, and the same rules for notice given, redundancy payments, allowances and public holidays.
- DON'T try and negotiate these with your employer. They didn't make the rules and should refer you to the Prime Minister if you want to change them.
- Get the Employment Contract in writing and make sure you understand it and are happy with it before you resign from your current role.
- If you don't understand anything it's okay to ask questions. Now is the time to do so.
- Keep your new employer in the loop as you go through this process.
- Well done! You're IN!