

# Dance Data Project®

## So You Got the Offer, Now What?

### 10 Dos and Don'ts

from Jacqueline Gerrald

- 1.** Make known your worth. Promote yourself and highlight your skills, experience and accomplishments.
- 2.** Perform research on the position and salary.
- 3.** Speak with male colleagues in the industry.
- 4.** Collaborate with other women and form/join networks.
- 5.** Have an attorney review the employment or consulting agreement.
- 6.** Negotiate the total compensation package, including benefits.
- 7.** "Loosen the chains" on restrictive covenants such as non-compete and non-solicitation agreements by shortening the duration and narrowing the geographic scope as well as the targeted market.
- 8.** Negotiate post-employment benefits, e.g. separation pay and the payment of continuation health coverage.
- 9.** Don't rush to sign an agreement without carefully considering how the terms will impact you.
- 10.** Don't be afraid to speak up and ask for more, before, during and after the employment relationship. Remember, #1- Make known your worth.

