

## Negotiating: Define your limits. Know your deal breakers

	Rank of Importance	Go	No-Go
Salary			
Job Title			
Start date			
Vacation/PTO			
Reporting Relationships			
Decision-Making/Level of Authority			
Relocation expenses			
Memberships, Association dues, Subscriptions			
Starting or incentive pay, Bonuses			
Laptop, cell phone, auto, home office (technical equip to do the job)			
Auto (car, mileage)			
Flex-time/job share Schedule			
Training/Re-Certification costs			
Home Office			
Severance provisions			
Terms of contractual relationship			
Education allowance; re-certification costs			
Budget, access to resources			
Stock options			
Other			