

NEGOTIATING WORKSHEET

Position/Company:

Component	Offered	Desired	Outcome
Salary			
Sign-on bonus			
Performance bonus			
Commission			
Stock options			
Equity			
Relocation benefits			
Work arrangements			
Vacation			
Tuition reimbursement			
Equipment/allowances			
Car/allowance			
Healthcare benefits			
401K / retirement plan			
Severance			
Job title			
Start date			