



Six Figure Salary Negotiation: Industry Insiders Get You the Money You Deserve

By Michael Zwell

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More than 7 million Americans make six-figure salaries--and you can be one of them! Corporate recruiter Michael Zwell uses his twenty-five years of experience to show you how to reach that goal. And he brings you insider advice about salary negotiation from top business leaders, including: Robert Wright of the Wright Institute; Donald P. Delves of the Delves Group; Catherine Candland of Advantage Human Resourcing; Stan Smith of Smith Economics Group; Tom Terry of CCA Strategies; Judith Wright of the Wright Institute; Mylle Magnum of IBTWilliam J. White of Bell & Howell. These industry insiders show you how to negotiate a satisfying job offer or raise. They tell you how to ask the right questions and how to close a job offer at the right moment for the best salary and benefits. With these experts at your side, you'll get the salary and benefits you deserve.

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Editorial Review

About the Author

Michael Zwell, Ph.D., is the principal of Zwell International, an international search and consulting firm that specialises in board and top executive placement.

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