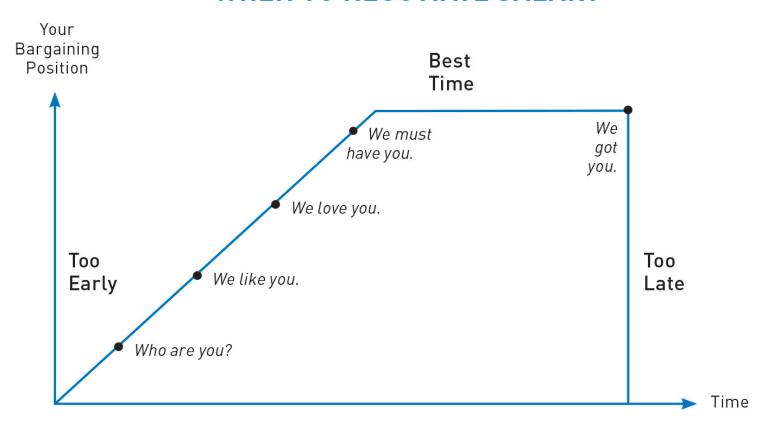
WHEN TO NEGOTIATE SALARY



Reprinted by permission of Paul Hellman, author of *Ready, Aim, You're Hired!* and president of Express Potential (www.expresspotential.com). All rights reserved.