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| [Graphic: The Salary Question] |  |
| [Graphic: Jaime Herman, College Senior] | I would probably ask flat out what my salary would be per year. |
| [Graphic: Mike Flaherty, College Senior] | I think the focus is on getting your first job and salary will happen |
| [Graphic: Tara Kelly, College Senior] | I feel like you're not supposed to talk about salaries to people. |
| [Graphic: Veronica May, HR Manager, Pep Boys]  [Graphic: Salary Do I bring it up?] | For quite some time there has been this unspoken taboo in regard to salary, but….I absolutely think that you should bring it up. |
| [Graphic: Joanne Molle, Sr. Consultant Solomon Edwards Group LLC]  [Graphic: Salary Do Your Homework] | It's a very important issue. A recent graduate or senior should really know the salary range of the position they are interviewing for. |
| (Joanne) | Hi Nina, I'm Joanne Molle. It's nice to meet you. It's nice to meet you to. Why don't you come with me. ok.) |
| (Joanne)  (Nina)  (Joanne)  (Nina) | When I interview recent graduates the first thing I say to them is you need to know two sets of numbers.  Have you thought about the salary range that you're interested in within your first position out of school?  I have?  You need to know the minimum salary that you have to have to meet your financial obligations. And then you need to know what that salary range is for the position you're interviewing for.  I figure that someone with my skill set is probably looking before 40 to 45,000. |
| (Tara) | alright let me check accounting.. |
|  | 35 to 134.. Maybe i'll find a new job. |
| (Joanne) | Then when they're in that interview process, when a potential employer would ask them, what's the salary range you’re looking for, they have true information to say ‘I understand an entry level salary for this position is between A and B and I would expect to come in within that average’. |
| (Veronica)  [Graphic: Salary Do I Bring It Up?] | You definitely want to know that because you're not applying for a job to volunteer for that particular position. You're applying because you expect to be compensated for it. That's important information that you need to have? |
| (Joanne) | The first interview I suggest you not bring it up. You want to be able to sell yourself on what your skills are and the assets that you can bring to the company. You don’t want the potential employer to think that the only thing that is important to you is how much they are going to pay you. |
|  | If you get to a second interview, that's the appropriate time to bring that up." |
| (Veronica) | That's one of the questions they should be prepared to ask because they need to know that." |
| (Mike) | I think it would help a lot to already have some sort of idea how much they pay other people in your position. |
| (Jaime) | If I have one job offer, I'm probably going to take it no matter what the salary is." |
| (Jaime) | I have a log of debt to pay off |
| (Tara) | I think it's pretty good. I'm excited..Can't wait for a pay check. |